

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, MARCH 27, 1930

SENTINEL FIRE INSURANCE COMPANY SPRINGFIELD, MASSACHUSETTS

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First



THE mariner is ever alert for the welcome blink of the warning light. It offers to travelers of the sea a security against lurking danger.

And the captain of business looks to insurance for security against reefs upon which his business might founder.

*Look for the Royal Shield on a fire insurance policy — it means **security first.***



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Ewing Galloway

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Horse-Drawn Steamer Sold As Junk For \$105, At New York 'Fire Sale'

New York, Dec. 19.—(AP.)—The last of the old horse-drawn steamers that were once the glory of the New York Fire Department was sold at auction today—to a junk man for \$105.

Fifteen years ago when it went thundering down the street on its first trip, drawn by three powerful plunging horses, it was worth between \$7000 and \$8000.

Fire chiefs from nearby villages had been invited to the auction of this and other out-of-date equipment representing an original investment of many thousands of dollars.

But none came. For fire fighting equipment apparently is one thing that every community, from the hamlet to the world's largest city, wants to keep up-to-date.

And so it was the junkmen who gathered around today to bid on the stuff that used to make small boys want to be firemen when they grew up.

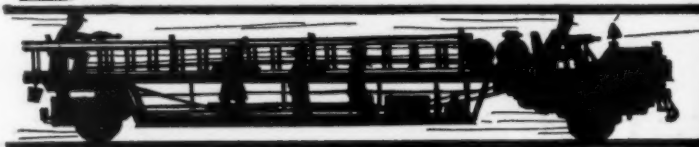
The Fire Department Keeps Up to date!

THE apparatus that was the "last word" in fire fighting equipment fifteen years ago has been replaced with more modern apparatus. Not worn out—just out of date!

Some of the property owners who so enthusiastically welcome the improvement in the protection of their property, forget to bring their Fire insurance up to date.

We would remind these people that property has increased in value, that new furnishings representing many hundreds of dollars are added to the average home each year; Christmas, birthday, Anniversary gifts, a new piano, radio, refrigerator, all keep the total value swelling.

Retire the old "horse drawn" policy and get a new "motorized" one.



IN its efforts to render genuine service to producers, The Travelers has prepared effective literature that will assist agents interested in reaching "under-insured" risks by mail. Ask any Branch Office representative about the modern sales helps that are available to you.

THE TRAVELERS

THE TRAVELERS INSURANCE COMPANY

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THE TRAVELERS FIRE INSURANCE COMPANY

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The National Underwriter

Thirty-Fourth Year No. 13

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, MARCH 27, 1930

\$4.00 Per Year, 20 Cents a Copy

Agents Hit at Church Scheme

National Association Takes Positive Action on Agency Company Reinsurance

EMPHATIC PROTEST MADE

Declare Denominational Corporation Infringes on the Rights of Regular Insurance Men

At the mid-year conference of the National Association of Insurance Agents, Secretary W. H. Bennett spoke of the Church Properties Insurance Corporation that was organized by Episcopal church authorities to insure its church property. He said that its intention is to supplant insurance companies and agents in handling Episcopal church property. The Church Pension Fund is operated by the Episcopal church to grant relief to individual churches where needed. It loans money at reasonable rates and grants other favors. It has been highly successful. Its management felt that it was justified in expanding business operations through insurance.

Reinsurance in Agency Companies

Mr. Bennett said that the company endeavored to make treaties with some reinsurance companies and succeeded. It was found in looking over the annual statement of the company that it had ceded insurance to some of the regular agency companies. It seems that in some of these cases local agents that had controlled Episcopal church lines were permitted to continue provided the insurance was placed in the Church Properties and then reinsured in other companies. Mr. Bennett said that most of the companies had canceled the lines they had taken and others said they would not accept any more reinsurance from this concern. President Clyde B. Smith in commenting on the situation declared that if this company succeeded it would be a forerunner of other denominational companies.

Soliciting by Mail

The company is now licensed in New York and Massachusetts and is said to be soliciting insurance by mail in other states. Mr. Bennett declared that its purpose is to save the commission usually paid agents. It issues a five year policy and takes installment notes payable on the quarterly basis with no interest. It deposits these with the Church Pension Fund, which seemingly then pays the cash to the church company. Mr. Bennett declared that this practice is unethical from an insurance standpoint.

At the mid-year convention the following resolution, was adopted:

"The National Association of Insurance Agents has pledged its allegiance

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Answers Nebraska Protest

Street Denies Separation Charge Against W. U. A. and Says Association Does Not Govern Companies in That State—Attorney General Threatens Ouster Proceedings

NEBRASKA COMPLICATIONS

In answer to protest and threat of legal action by Lincoln, Neb., local board, President Street denies that the Western Underwriters' Association has anything to do with separation and declares that it has no jurisdiction over companies in Nebraska.

Attorney general threatens W. U. A. with anti-trust statutes of Nebraska.

President C. R. Street of the Western Underwriters Association has entered a disclaimer to the protest of the Lincoln, Neb., local board against the W. U. A.'s alleged separation program in Nebraska. In a letter to the Lincoln local board Mr. Street stated that the Western Underwriters Association has nothing to do with separation and that it does not attempt to exercise jurisdiction over the operations of its companies in Nebraska and Iowa.

Mr. Street's communication was prompted by the memorial which was adopted by the Lincoln Fire, Casualty & Surety Association. The resolution, addressed to the W. U. A., asked cessation of separation work in Nebraska and threatened that the anti-trust statutes of that state would be invoked if the request was not complied with.

Upholds Honor of Nebraska

The Lincoln memorial inspired Attorney General Sorenson of Nebraska to lurid composition. "This state has trouble enough with its own law breakers," he wrote to Mr. Street. "We can not and will not tolerate a contemptuous and organized trampling under foot of our laws by foreign corporations. Corporations from other states and countries are welcome but must abide by the same laws that Nebraska companies and citizens do. Our state is not a docile colony that may be exploited at will by outsiders. Nebraska fights."

"I am told that you were informed that your plan was contrary to the Nebraska anti-trust statutes but that you decided to take a chance. This letter is made public in order that all foreign corporations doing business in this state may know that the anti-trust, as well as the chicken stealing, bank robbery, and prohibition laws, will be enforced in Nebraska."

Solicitous of Nebraska Law

Mr. Street's letter pointed out what he believed to be a misconception on the part of the Nebraska agents and officials. The Western Underwriters Association, he declared, is so solicitous of Nebraska law that it does not there even attempt to lay down a commission basis for mixed agencies. Whatever agency policy is adopted in Nebraska is the exclusive business of the individ-

ual company. Mr. Street expressed the opinion that the individual company is free to do whatever it chooses.

Mr. Street distinguishes in his letter between his policy in Nebraska as President of the Western Underwriters Association and as an officer of the Great American.

Mr. Street's Letter

"The Western Underwriters Association," reads the Street communication, "has nothing to do with 'separation' and has no separation rule on its books. It does not exercise or attempt to exercise jurisdiction in any way over the operations of its companies in Nebraska and Iowa, and in its articles of agreement is incorporated the following very positive statement:

"Nothing in the rules or the legislation of the Association and nothing in this agreement shall be held binding as to any territory where such rules, regulations or this agreement may conflict with law."

"The Western Underwriters Association has not taken and does not intend to take any action of any kind or at any time which would conflict with the statutes of Nebraska or any other state."

Fears Rate Demoralization

"As a company executive I am of course free to do as I please for that company and believe that the only alternative to the principle of uniform commission compensation to agents by all companies in the same agency, the only basis on which we can operate with any degree of success or in the belief that rate demoralization such as afflicted your state in days past can be avoided, is rate demoralization. That, however, is my individual and personal statement as an officer of the Great American and has nothing whatever to do with the Western Underwriters Association, which I repeat has no separation rule and no rules or regulations of any kind that in any way conflict with the statutes of your state."

The Lincoln memorial declared that member companies of the Western Underwriters Association have recently declared for the strict principle of separation, and have already, through their field forces, advised local agents that they must resign all companies not members of the Western Underwriters Association if such agents desire to continue to represent a W. U. A. company.

Hardship on Agents

The resolution further said they have advised local agents of a new uniform commission scale and unless the agents resign all non-member companies their commissions would be reduced. The complaint is that this alleged conduct is working a hardship on the agents through disturbance of long company affiliations.

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Agents Need to Justify Charge

George W. Carter Says Insurance Salesmen Must Be Equal to Job

SHOULD RENDER SERVICE

Non-Agency Competition Can Be Met With Proper Equipment and Real Insurance Knowledge

At the mid-year conference of the National Association of Insurance Agents, George W. Carter of Detroit, a local agent who is known as one of the greatest personal producers in the country, in speaking of nonagency company competition, declared that the commission paid the agents constitutes the difference in cost largely between agency and nonagency companies. He said that this difference in cost covers the service rendered by the agent. It is impossible, said Mr. Carter, to justify this cost unless the agent really gives service and is qualified to be an insurance counselor. He said that the standard of agency service should be constantly raised to justify the charge.

Service Charge Important

The service charge, Mr. Carter declared, is most important. An assured never knows when he will need the agent and his service. Many contingencies are likely to arise during the lifetime of an insurance policy. No one can tell what they may be. The agents he said, are often the arbiters of differences that may arise between the assureds and companies. Mr. Carter said that the agents should stand firmly for the kind of insurance they are selling.

Albert Dodge's Comment

Albert Dodge of Buffalo declared that most agents are 25 years behind the times in their service. They have not kept up with the trends of the day, he declared. Agents should not sit back and take it for granted that they are necessary but they should justify their existence. He declared that a manufacturer should make 25 percent on his operations. His premium payments should be arranged so that he does not have to pay them at once nor borrow money to meet them. His premium can be budgeted on the deferred payment plan and leave a part of the premium in his business. In that way, Mr. Dodge said, it is much more advantageous than dealing with the mutuals.

Southgate Outlines Plan

Thomas F. Southgate of Durham, N. C., said that he had sent out 1,200 letters to local agents in the state to get a list of risks that the nonagency companies had secured or are after. Many of the trade companies are going beyond their original scope and are taking

(CONTINUED ON PAGE 15)

Conway Predicts Halt in Trend Toward Big Groups

"PAPER LOSSES" PROBABLE

New York Superintendent Reviews Effect of Stock Slump—Tells of Progress in Rating Work

ALBANY, N. Y., March 26.—Superintendent Albert Conway in his annual report says that fire and marine stock companies, having 55 percent of their investments in stocks, as against 39 percent in bonds, are likely to show paper losses in their investment accounts for the first time in six years.

A halt in the evolution of large groups may be the result of unsettled market conditions, he predicts. In the early part of 1929 there were several country-wide combinations, but such operations were not in evidence the latter part of the year, the trend to wider public ownership of fire insurance companies has probably received a set-back. Nine new stock companies were organized in New York, as against 16 in 1928.

Fire losses increased about 10 percent in 1929, after the two preceding favorable years.

Re-rating Near Completion

Fire insurance rates have had attention from the department in various parts of the state. The two-mile limit of motorized fire departments has been extended to three, resulting in a substantial reduction in rates to many assureds.

The re-rating of New York state is nearing completion. When this task is completed the so-called judgment rates—a source of much complaint—will be eliminated. Substantial reductions in automobile fire and theft and collision rates were made the past year.

The problem of the Russian companies, which has occupied the courts since 1924, was brought closer to a final solution by a decision in the lower courts that their surplus funds of \$5,210,989 should remain in possession of the department pending resumption of diplomatic relations with the Russian people.

Recommends Change in Law

Superintendent Conway's report closes with a considerable discussion of the insurance law and makes a number of particular recommendations.

There were 199 examinations of companies made in 1929 and the receipts exceeded the department's expense during the fiscal year ended June 30, 1929, by \$2,560,991.

In view of the demand from property owners for aircraft property damage insurance, and the question as to whether the present law will permit the issuance of such policies, Superintendent Conway urges an amendment which will give fire and casualty companies operating in New York state the right to issue such a form.

Fire Association Building Nearly Ready

PHILADELPHIA, March 26.—Within the next fortnight the Fire Association fleet expects to begin moving its departments from the Fire Association building into the new Irvin building adjoining, which is now nearing completion.

As the various departments are moved into the new building, the old Fire Association building will be renovated and two additional stories added to make it the same height as the Irvin building.

From the outside, the Irvin building appears to be an exact duplicate of the Fire Association building and the two, when all the work is completed, will give the appearance of one large building with a double entrance on Walnut street.

Write The National Underwriter for free booklet on the "Accident & Health Bulletin."

Local Agents' Figures as to Commission Cost

Local agents in view of the fact that a special committee of the National Convention of Insurance Commissioners is investigating commission costs have been delving into the subject quite profoundly and believe that the supposed increase in commissions can be traced down to certain well defined sources. These agents declare that there has been little percentage commission increase in the conservative agencies and those that are conducting their business on orthodox principles.

Reinsurance Commissions

President Clyde B. Smith of the National Association of Insurance Agents calls attention to the fact that undoubtedly part of the increase is due to reinsurance transactions between companies. The reinsurance commissions in many cases are quite high. That would bring up the level of commissions paid, as the total is added to the item "commissions paid." In other instances so-called excess commission companies have sought agents that are amenable to commissions higher than the traffic will bear. The regular run of companies and agents according to a survey made are able to give convincing proof that the increase is very slight. President Smith declares that owing to the decrease in the average rate per \$1,000 of insurance in force, the average agency commissions have decreased 26 cents per \$1,000 in the last ten years.

See Danger of Injustice

The agents that are making this investigation declare that injustice will fall on the rank and file of agents if the causes for the average commission increase are not properly segregated. Some of the large agencies declare that in making figures on their business there has actually been a decrease in average

commissions during the last five or six years.

Albert Dodge of Buffalo declared at the recent Charlotte convention that if compensation to local agents is reduced it may drive more companies to branch offices. He feels that regular local agents should not be put in the same class as the high commission people. President Clyde B. Smith stated that it costs an agency 10 or 11 percent to carry on its work. He said that conservative agents have reduced their operating costs to the lowest possible point.

Fred B. Ayer's Comment

Fred B. Ayer of Cleveland said that every local board should prevent if possible the establishment of any more branch offices. Rules should provide for compensation to solicitors and brokers and they should be lived up to. He said the expense ratio is higher for branch offices than for commission agents. The insurance commissioners, he said, should recognize this fact.

Wisconsin Directory, 1930 Edition, Now Off the Press

THE NATIONAL UNDERWRITER has issued the 1930 edition of the Wisconsin Insurance Directory. This gives an interesting compendium of insurance information of the state at large and the various cities and towns. There is a general directory of companies with all essential information, interesting statistics showing the business for the last six years, a digest of insurance law of Wisconsin and a fund of other information that makes the handbook a reference work that everyone interested insurance-wise in the state should have.

CONDENSED NEWS OF WEEK

Local agents of the conservative type declare that commissions have not been increased to any extent in recent years. **Page 4**

Protest from Nebraska agents on separation draws reply from W. U. A. president. **Page 3**

Much discussion heard at mid-year conference of the National Association of Insurance Agents on non-agency companies. **Page 3**

Halt in trend towards big groups is forecast by Superintendent Conway of New York in his annual report. **Page 4**

South Carolina legislature is endeavoring to increase the tax on insurance premiums from 2 percent to 3 percent. **Page 14**

E. D. Lawson, vice-president of William H. McGee & Co., in charge of western territory, becomes western marine manager for the Fireman's Fund. **Page 6**

Much interest was taken in the discussion at the mid-year conference of the National Association of Insurance Agents on the Interstate Underwriters Board. **Page 5**

Western of Seattle reinsures in General of same fleet, now in liquidation. **Page 4**

National Association of Insurance Agents objects to three important omissions in the proposed District of Columbia insurance code. **Page 11**

Local agents protest against the operation of the Church Properties Insurance Corporation. **Page 3**

National Association of Insurance Agents condemns the creation of fictitious automobile groups in order to get a preferential rate. **Page 5**

J. F. Donlea of Chicago, secretary of the America Fore group in its western department, is dead. **Page 5**

Rhode Island Association of Insurance Agents holds annual meeting in Providence. **Page 4**

Program for Fire Prevention Council meeting announced. **Page 13**

L. J. Braddock, assistant western manager North America, is elected one of the vice-presidents of the Tennessee Insurance Co. of Knoxville. **Page 16**

Superintendent Conway of New York reports on operations of department's liquidation bureau. **Page 36**

Henry Collins succeeds C. H. Neely as United States manager of the Ocean Accident and as president of the Columbia Casualty. W. B. Mann resigns. **Page 35**

Four prominent speakers secured for casualty sales congress in Chicago May 5. **Page 36**

Superintendent Conway of New York reports increase in casualty-surety business; reviews changes in past year. **Page 37**

Relentless prosecution of burglars urged by Chicago adjuster as means of cutting down losses. **Page 37**

Inadequacy of many liability forms stressed before Chicago Insurance Club. **Page 37**

President Wade Fetzer of Fidelity & Casualty tells advantages of bankers' blanket bonds. **Page 33**

Negotiations have been started for a merger Boiler & Engineering Service Bureau with the boiler department of the National Bureau of Casualty & Surety Underwriters. **Page 35**

Western of Seattle Quits Operations and Reinsures

BUSINESS TAKEN BY GENERAL

Extension of First National of Same Fleet Brings Decision to Liquidate Carrier

The Western of Seattle, a fire company organized in July, 1927, by the General of Seattle fleet, has been reinsured in the General and is in process of liquidation. This is being done largely because of formation of the First National by the same fleet late in 1928 and its extension over a wide territory.

The Western, it is said, has been used only to place business in states in which it has been entered but in which the other companies of the fleet did not operate. The retiring company has ceased operations over its entire territory, Illinois, California, Colorado, Idaho, Oregon, Utah and in the home state, Washington, it is reported.

Although the western officially closed its doors March 1 at the end of the fiscal year, the liquidation process necessarily requires some time. The company did not have many agents and operated largely in the Pacific northwest.

This leaves the General of Seattle fleet with the General, First National and General Casualty. It is understood steps are being taken to give the entire fleet a separate legal entity under the title, "American General." At present the fleet styles itself "All-American."

The Western started business in August, 1927, with \$200,000 paid capital and \$100,000 cash surplus. Capital was increased to \$250,000 in June, 1928. President H. K. Dent of the entire fleet was also president of the Western. There was an automatic reinsurance agreement with the General. Late figures are not available, but assets at the end of 1928 were \$432,344, total liabilities except capital, \$69,073, and net surplus \$128,986.

Officers Make Statement

Preliminary steps in the liquidation have been taken, including a notice of dissolution, according to officers of the Western, but the papers have not been filed, owing to the death of the firm's attorney. A meeting of directors soon will be held to complete the legal requirements necessary and final liquidation is expected to be accomplished within 60 days.

Officials of the General group found the Western was a superfluous organization since formation of the First National. "The Western was never more than a department of the General," it was said. "Every policy issued by the Western bore upon the face of it liability on the General, and in dissolving and liquidating the company a further separate agreement will be drawn up protecting the policyholders with the full resources of the General."

With U. S. Chamber of Commerce

Hilmar J. Fox of the Michigan Inspection Bureau at Detroit has been appointed assistant in the insurance department of the United States Chamber of Commerce. Mr. Fox's experience also includes service with the Kenneth Watkins agency, general agents for Michigan of the General Accident, and a term in the compensation and casualty underwriting department of that company in Philadelphia.

EDUCATIONAL SECTION FOR AGENTS

Preceding the casualty section in this issue there is an educational section, which will be found especially helpful to agents.

Condemn Abuse of Fleet Plan

Improvising Illegal Groups to Get Preferential Automobile Rate Criticized

PRACTICE NOW GROWING

National Association of Insurance Agents Declares That Insidious Competition Is Thus Created

At the mid-year conference of the National Association of Insurance Agents there was much discussion over the increasing practice of improvising automobile fleets in order to get a lower rate where there is no common ownership. It was stated that all over the country these fleets are being created by agents and brokers and then are put up to some companies for a preferential rate. In most all cases the cars are not used in the work of the concern which is used as the primary contractor. Some companies are taking this business in competition. Some realize that the practice is not ethical but they claim that they are forced to write this business in order to meet growing demands. Some state departments have ruled against the practice, holding that it is discriminatory.

Agents Are Blamed

It was stated at the meeting that the Export Indemnity has been organized to write this class. The main blame was put on the agents themselves, they being the primary factors in improvising these groups. A number of speakers stated that where it is possible, influence should be brought to bear to get the state insurance departments to rule against the practice as violating the antidiscrimination laws. President Charles L. Gandy of the Alabama association stated that Superintendent Thigpen of his state encouraged this practice, declaring that he wanted groups of employees to have the privilege of lower rates the same as is allowed wealthy employers.

Practice Is Growing

It was said that where the insurance commissioner acts there is little trouble. One delegate stated that nonadmitted companies are writing improvised fleets in Minnesota. Mr. Gandy declared that in Birmingham the practice is growing to such an extent that almost every person owning an individual car can get in a fleet of some kind. He said that no conference company so far as he knows is writing the so-called illegal fleet in his state.

Mutual Competition Strong

G. Leo Weadock of Saginaw, Mich., declared that in many sections mutual and reciprocal competition is growing in connection with the writing of automobile insurance. He said that no relief is being granted from the stock company organizations. This is forcing nearly every local agency to take a non-conference company. Most of the reciprocals, he declared, are not able to stem the tide of prejudice and reorganization as stock companies.

Wants Rate Manual Simplified

Mr. Weadock urged simplification of rates and rules. He said that there is need for readjustment at liability rates. He declared that some of the non-conference companies are gaining ground because they have a simple and understandable rate book whereby a rate can be quoted in a short time. Mr. Wea-

Official is Dead



JAMES F. DONICA

Funeral services were held on Monday for James F. Donica, secretary of the western department of the America Fore group. Seemingly well on the road to recovery after an operation, Mr. Donica died suddenly when a blood clot formed in his lungs.

Mr. Donica was born and spent his boyhood on a farm near Bedford, Ind. After attending the Indiana State University for three years he accepted a position in 1897 as deputy recorder of Lawrence county, Ind., and three years later resigned to engage in the abstract and insurance business as a member of the firm of Donica & Dye.

In 1903 Mr. Donica was appointed special agent by the Continental and served as special agent in Wisconsin. The next year he was transferred to northern Illinois and in 1905 was assigned to Oklahoma as state agent. In 1912 he was transferred to Iowa. Later he was given jurisdiction over Nebraska.

Made Farmers' President

When the Farmers of Cedar Rapids was acquired by the America Fore group in January, 1921, Mr. Donica was made its vice-president and was later elected president. The latter position he held until January, 1925, when, in conformity with the plan for joint official supervision of the America Fore companies, he resigned as president of the Farmers, to which position Paul L. Haid was elected, Mr. Donica then being made vice-president.

In October, 1925, he was transferred to Chicago and made secretary of all companies of the America Fore group. Mr. Donica was active in all insurance organizations and in committee work.

A committee has been appointed to prepare a memorial resolution on the death of Mr. Donica for presentation at the annual meeting of the Western Underwriters' Association. Members are E. A. Henne, America Fore; John F. Stafford, Sun, and W. L. Lerch, Royal.

He held the agents responsible for the creation of fictitious fleets. A number of delegates cited instances where preferential rates are granted groups where there is no common ownership. A number of people working for the same store, attached to the same hospital or educational institution, club or so on, get together and secure a group rate. The National association passed resolutions condemning this practice.

Following are the most recent entries in the Inter-Chamber Fire Waste Contest conducted by the National Fire Waste Council, under the auspices of the Chamber of Commerce of the United States: Logan, O.; Corvallis, Ore.

Agents Much Concerned Over Interstate Board

At the mid-year conference of the National Association of Insurance Agents at Charlotte, N. C., there was much discussion over the operations of the Interstate Underwriters Board. Secretary Walter H. Bennett declared that undoubtedly the board was organized in the first place in good faith as a reclamation project. He said that chain store lines were rapidly being lost to large brokers and the companies felt that if some organization were formed to take care of property with fluctuating values located in various states, it would save the business for local agents. As a matter of fact, Mr. Bennett said that lines now in the hands of local agents are being lost to big brokers and certain companies. He said a preferential rate is sometimes gotten. He said that really a new rating bureau had been constituted. The board received the sanction of the National Convention of Insurance Commissioners.

Diverted From Original Channel

The Interstate Underwriters Board averages the rates of properties in various locations, taking into consideration the local rules, and then promulgates a new average rate. Owing to the diversity of location of risks, it is necessary to study the rates in the various states, the rules and practices. Mr. Bennett stated that it now seems that the organization is being diverted from its original intention. He said that it seems that lines are being switched from agency channels and that large brokers in important financial centers are now using the Interstate Underwriters Board to pry away business from local agents. He stated that brokers regard the board as the finest kind of machinery for their purpose.

It was said that some members of the National association had declared that the application of the rules of the board had been done in an unfair and unreasonable way in certain cases, at least, he said, there is much misunderstanding about it.

Comment by Thos. F. Southgate

Thomas F. Southgate of Durham, N. C., who controls a number of lines in various sections, declared that undoubtedly the original intention of the Interstate Underwriters Board was to take care of the business of chain stores. He said it is now being used to handle all classes where there are fluctuating stocks. He cited one instance of tobacco warehouses, there being large values in a number of locations. When an application was made for rating the average was reduced from \$1.85 to \$1.14. Mr. Southgate declared that the Interstate Underwriters Board now becomes most dangerous in its operation so far as local agents are concerned. He said that it can be of great assistance and yet it is potentially a menace. It can be applied to all sorts of fluctuating stocks including department stores.

Declares Companies Are Doubtful

Mr. Southgate stated that in his opinion many company officials are not convinced that the plan is working out satisfactorily. He said that he felt a full investigation should be made to ascertain just how far the local agency interests are being endangered. He is told that a small group might dominate an organization of this character. Special men are now being trained to solicit this class of business. They are studying the various possibilities of swinging insurance to the Interstate Underwriters Board.

Big Brokers Use Machinery

Mr. Southgate said that instances had come to his attention where a rate on such business was fair and the assured satisfied. A company, however, sends an expert and gets a rate according to the board's rules. The company tells the local agent that if he does not permit this insurance to be written in this way a competitor will do it. Mr. Southgate declared that this plan is playing into the hands of the big brokers. It gives them the most excellent tool they could

ask for in prying business loose from local agents. He said the powers of the board are almost unlimited.

J. S. Burwell of Scranton, Pa., called attention to furniture stores operating under different names and having a common ownership in his section of Pennsylvania. These properties, he said, will go to the Interstate Underwriters Board.

Rate Usually Is Reduced

Mr. Southgate said that special forms are prepared to suit various classes of property. The Interstate Board only insures stocks and not buildings. He said that most of the financial headquarters of concerns that can qualify under the Interstate Underwriters Board are in New York where large brokers are in close touch with the officials. In nine out of ten cases, he said, a rate is reduced under this plan. Mr. Southgate declared that if the prorate cancellation practice were used where fluctuating values are concerned, it would perform the same service as the underwriters' board. Mr. Southgate stated that the prorate cancellation plan had been used in England and Sweden most satisfactorily. He declared that unless restrictions are applied to the Interstate Underwriters Board operations, lines that should be handled only by local agents and which would stick by them, more and more will be taken from them. He said that a broker gets 10 percent commission on this business.

President Clyde B. Smith of the Na-

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Company Men Will Not Concede I. U. B. Failure

NEW YORK, March 26.—Company officials who are back of the Interstate Underwriters Board and who have watched its establishment and operations are not at all convinced that the "noble experiment" is a failure and constitutes a great menace to agency interests.

The project was established to meet a well defined need. The chain store and similar syndicate business was getting away from agency channels because the regular companies could not under existing facilities meet the demand. It was seen that something had to be done to gear the machinery so that state laws would be complied with and yet there would be sufficient flexibility to satisfy owners. The officials say that undoubtedly some mistakes have been made and in the attempt to get under way a number of risks have been taken that should not have been written through this bureau. Recently there has been a movement to check up on the operations owing to protests from various sections.

It is understood that with the appointment of H. Belden Sly, a practical insurance man, as the underwriter, the practices complained of will be remedied. A number of officials have recognized the fact that something should be done in order to keep the organization in its proper channels. Some clamor has been loud and insistent. The feeling exists that the protests have been effective and reforms will be put in motion at once.

Colwell Elected to Head Rhode Island Association

LARGE MEMBERSHIP INCREASE

Price and Service Appeal Foremost, Hewitt Tells Agents in Session at Providence

PROVIDENCE, R. I., March 26.—Paul A. Colwell of G. L. & H. J. Gross, Providence, was elected president of the Rhode Island Association of Insurance Agents at its annual meeting here. George R. Smith of Woonsocket was elected vice-president and George I. Parker of Pawtucket, secretary-treasurer. The association named its president and secretary members of conference committee with the Eastern Underwriters Association. It was voted all members be reelected if they represent cooperating companies and all those representing companies in violation of National association principles be dropped. The membership of the state association was increased from 85 to 109 the past year.

Speakers at Banquet

At the annual banquet Vice-President Charles C. Hewitt, National Fire of Hartford, advised agents they must be abreast of the times and through greater volume of business and greater economy of office expenses secure the increased profits of the business desired. He traced the history of insurance through the period of sentiment to the present trend of merger and consolidation with price and service appeal foremost. Philip W. Scherde, assistant secretary Phoenix Fire of Hartford, spoke on "Inland Marine Lines." George R. Wellington of the Rhode Island state board of public works, James W. Cook of the New England advisory board and Commissioner Philip H. Wilbour spoke. Edwin J. Cole of Fall River, Mass., reported on the business done at the recent mid-year conference of the National association at Charlotte, N. C. Warren C. Shaw of Brockton, Mass., as secretary, brought the greetings of the New England advisory board. President Joseph D. Gough of the New England Insurance Exchange represented that organization.

The secretary's report showed membership increase of 85 to 109, the results of a special membership campaign.

Strengthen New York Bill for Examination of Agents

ALBANY, March 26.—The McKay assembly bill empowering the insurance superintendent to examine agents applying for certificate of authority to determine trustworthiness and competency, was amended extensively. When reprinted as amended, the bill will be backed up and introduced in the senate. The chief amendment provides that: "The superintendent of insurance shall in order to determine the trustworthiness and competency of an applicant for a license under this section require such applicant to submit to a personal written examination. Such examination shall be held at such time and at such places as the superintendent of insurance may determine."

The senate passed and sent to the assembly bills amending the insurance law, departmental measures: Amending the insurance law in relation to reports to and examinations by superintendent of insurance.

Relating to reinsurance and approval of contracts by superintendent of insurance, in relation to the powers of mutual automobile casualty insurance corporations.

The National Union Fire and American of Newark have applied for license in Mississippi.

Change is Made



EDWARD D. LAWSON

Edward D. Lawson of Chicago, vice-president of William H. McGee & Co., well known New York marine agency, is resigning to become western marine manager of the Fireman's Fund. Mr. Lawson is one of the well known marine authorities and has spoken before a number of meetings along educational lines. He has been with the McGee organization for 16 years and stationed in Chicago since 1923.

Lawson Is New Marine Head in West for Fireman's Fund

SIXTEEN YEARS WITH McGEE

Appointment Is Part of Reorganization Throughout the Country of Company's Marine Department

Edward D. Lawson of Chicago, vice-president and western manager of William H. McGee & Co. of New York, the well known marine insurance firm, has resigned to become western marine manager of the Fireman's Fund located in the Insurance Exchange, Chicago, succeeding S. L. Vande Vort, who returns to New York where he was formerly located with the company. The Fireman's Fund is adding more experts to offices. The acquisition of Mr. Lawson rounds out a strong marine program, for recently Thomas Deering, formerly with Appleton & Cox, and A. H. Bonito, formerly with the McGee office in New York, joined the eastern department. George Jordan is manager in the east, being transferred from the home office to New York.

Mr. Lawson is one of the best known marine insurance men in the country, having been 16 years with the McGee office and having had experience in all departments. In 1923 he was transferred to the west taking charge of the Chicago office. He has won many friends and built up a magnificent business through the many connections he has made. Mr. Lawson is personally

Pennsylvania to Have Fixed Meeting Place

The officers of the Pennsylvania Association of Insurance Agents have decided to follow up the plan of the New York association and hereafter hold their annual meeting in one city. New York has its annual meeting in Syracuse. The local Syracuse agents are relieved from any expense in entertainment. If any entertainment is provided, the people who attend the convention as a whole contribute to it. This seems to many to be a very desirable course to pursue. The Pennsylvania association will hereafter hold its annual meeting at Harrisburg and relieve the local agents there of any expense on account of the meeting.

most popular. He has appeared before a number of agency conventions and has given many valuable ideas in his talks stimulating an interest in both ocean and inland marine. Mr. Lawson is aggressive and resourceful in his business methods.

Mr. Lawson was born in Brooklyn and educated in New York. He received an engineering degree from Cooper Institute.

A new investment and insurance firm known as **Whitney & Rosemond** has been established at Independence, Ia. F. G. Whitney was formerly in the banking business and P. D. Rosemond was a bond company representative.

FIGURES FROM DECEMBER 31, 1929, STATEMENTS FIRE COMPANIES

	Assets	Gain in Assets	Reins. Res.	Gain in Reins. Res.	Capital	Surplus	Gain in Surplus	Net Prems.	Losses Paid	Loss Ratio Percent
Ajax	\$ 642,661	\$ 13,036	\$ 102,291	\$ 752	\$ 200,000	\$ 313,146	\$ 3,104	\$ 82,017	\$ 20,474	25.0
Allied, N. Y.	528,206	—6,777	106,452	—26,923	200,000	198,737	28,460	126,690	48,653	26.9
Amer. Alliance ..	10,206,420	1,006,627	1,841,744	7,096	3,000,000	5,038,526	5,612	1,089,513	727,843	43.1
Amer. Equitable ..	9,314,313	—784,849	3,559,557	750,468	2,000,000	2,660,456	—44,439	3,474,658	1,348,797	38.8
Associated Reins. .	1,585,639	493,499	581,951	487,680	400,000	524,356	—64,793	889,792	133,953	15.1
Brooklyn Fire ..	5,125,590	—327,223	1,598,817	475,224	1,000,000	1,504,300	.....	1,688,496	587,997	34.8
Bronx	6,202,683	1,313,092	2,191,928	1,517,729	1,000,000	1,500,000	.....	2,733,389	529,439	19.4
Central States ..	715,692	13,057	.....	.....	400,000	312,192	4,145	.....	.....	.....
County, Pa.	2,405,868	586,479	347,350	—33,843	1,000,000	872,862	209,149	147,112	118,719	80.7
Employers Fire ..	4,883,115	976,122	1,896,162	156,485	1,000,000	1,227,031	456,560	2,520,924	1,227,119	48.6
Fulton, N. Y.	1,516,560	.....	.....	.....	500,000	1,016,259	.....	.....	.....	.....
Hanover	510,247	12,817	420	404	200,000	301,354	—3,212	19,374	2,496	13.0
Globe, Pa.	2,273,829	15,398	462,361	—211,837	1,000,000	417,707	—415,171	517,238	346,047	66.9
Granite State ..	3,954,680	220,785	1,494,143	143,073	6,899	1,206,266	.....	1,393,444	585,053	41.9
Great Amer.	62,434,916	—1,759,937	20,978,229	636,119	16,300,000	21,164,077	—6,565,241	20,143,949	9,222,486	45.7
Hanover	23,703,714	4,644,104	5,627,114	635,824	4,000,000	12,802,949	2,781,491	5,769,471	2,273,756	39.4
Homesick, W. Va. .	269,242	128,256	712,871	30,952	181,100	50,262	15,182	3,301	924	9.2
Independence F. .	1,062,582	27,835	188,798	112,850	1,000,000	705,266	—169,822	653,227	343,531	52.6
Jefferson	5,031,136	—3,227	1,694,714	—266,924	1,000,000	1,054,326	—224,395	1,545,254	914,609	59.8
Knickerbocker ..	2,749,446	—184,572	548,556	154,477	1,000,000	1,022,066	22,066	684,279	239,293	36.0
Lion, N. Y.	916,770	272,062	.....	.....	200,000	317,428	—53,969	527,655	77,829	14.7
Lon. & P. M. & G.	1,271,168	55,188	449,580	—13,618	200,000	508,190	52,425	550,827	263,536	47.8
Long Island ..	424,022	15,364	87,322	49,301	200,000	122,009	—44,116	111,660	25,288	22.6
Mass. F. & M.	2,946,442	174,345	416,053	7,530	1,000,000	1,330,887	169,189	377,414	145,617	38.6
Merc. & Mfrs. F. .	5,700,850	—73,625	2,098,279	974,685	1,000,000	1,500,000	.....	2,187,958	599,788	27.4
Metrop. F., N. Y. .	813,164	410,535	—33,962	377,876	200,000	585,044	516,567	18,490	45,651	246.9
Natl. Guaranty ..	928,635	36,332	387,711	—398,782	220,000	152,102	15,881	523,721	277,517	53.0
New Jersey Mfrs. .	1,142,165	—15,720	971,143	147,870	200,000	878,234	—10,926	508,601	173,741	34.1
New York Fire ..	2,305,281	327,302	1,478,000	—33,681	1,000,000	558,225	—236,724	335,864	394,893	117.6
New York Und.	6,878,564	—256,283	1,467,843	625,950	1,000,000	3,777,366	156,020	1,089,822	396,845	36.4
Republic, Pa.	3,819,894	539,370	476,353	355,637	1,000,000	1,656,069	86,244	1,546,107	419,112	27.1
Rochester Amer. .	3,216,749	.....	234,220	.....	1,000,000	1,260,410	244,589	337,487	31,482	9.3
Seaboard F. & M. .	2,521,340	.....	46,218	.....	359,000	278,778	.....	56,518	2,581	4.5
N. Y.	693,925	45,044	1,606,663	26,407	600,000	788,881	34,067	1,238,862	575,311	46.4
Southwestern ..	3,167,569	67,257	1,733,406	1,059,208	1,500,000	1,500,000	.....	1,979,847	410,589	20.7
Standard, N. J. .	5,395,040	—111,106	.....	.....	100,000	81,435	—101,322	143,704	91,894	63.9
Sylvania	279,000	83,709	513,283	—33,681	400,000	2,171,028	124,285	1,367,312	927,832	67.8
Triangle	3,846,424	373,055	2,248,171	—67,824	300,000	2,207,660	449,935	2,754,138	1,317,685	47.8
Union, China ..	5,129,283	.....	.....	.....	.....	.....	.....	.....	.....	.....
Yorkshire .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

*Organized 1929.

MUTUALS

	Cash Assets	*Total Assets	Unearned Prems.	Cash Surplus	*Total Surplus	Prems.	Losses Paid 1929	Total Income	Total Disburse.	Amount at Risk
Allied Am. Mut. Auto.	\$ 642,511	\$ 1,035,510	\$ 88,159	\$ 366,462	\$ 759,461	\$ 201,668	\$ 22,908	\$ 234,443	\$ 200,786	\$ 14,454,910
Belt Auto. Indem.	621,090	621,090	222,251	162,688	162,688	874,623	478,423	918,726	998,165	.....
Commercial Mut., O. .	105,970	98,638	39,966	45,692	45,692	64,590	54,115	69,705	80,438	.....
Fed. Mut. Mass.	292,978	292,978	24,543	171,740	171,740	44,554	4,027	53,825	26,991	3,454,137
Pittsburgh Mut.	672,237	889,395	429,876	409,512	1,276,858	611,046	205,035	661,232	608,979	78,700,306
Green Mut. Mut.	100,825	209,005	82,668	50,000	52,880	178,435	100,523	181,268	178,998	31,356,259
Imple. Dir. N. D.	454,261	664,183	343,792	.....	250,844	664,237	183,519	686,856	596,922	45,768,093
Lumber Und., Ark.	382,705	382,705	70,477	.....	277,561	171,402	87,214	180,977	183,413	10,038,686
Mfrs. & Whl. Ind. Ex. .	232,184	242,024	65,766	153,442	153,442	186,524	43,170	197,144	160,022	.....
Mich. Shoe Dir.	214,164	241,221	151,347	64,482	.....	212,255	67,138	223,147	179,212	26,411,965
Millers Mut. Pa.	1,214,046	1,316,979	842,121	898,129	898,129	.....	157,708	433,736	362,316	57,285,636
National Mut. O.	275,572	381,186	114,526	243,048	.....	375,911	79,067	207,284	187,259	30,398,336
Pa. Motor Fed. Mut. .	26,270	26,270	4,295	20,996	20,996	8,137	1,486	61,311	48,248	550,610
Retail Drug, O.	246,972	246,972	97,490	199,060	199,060	189,921	49,413	220,906	202,888	17,919,167
Retail Lumb. Wis.	243,518	243,518	39,030	39,030	199,861	78,656	27,476	92,151	78,406	18,902,104
U. S. Auto. Ex. Mo.	237,566	289,749	70,054	132,614	111,225	312,462	286,115

*Include cash assets, notes and policyholders' contingent liability.

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for Explosion Insurance...

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THE NATIONAL INSTITUTION WITH A WORLD WIDE BACKGROUND

Results in Minnesota Cities in 1929

AMERICAN STOCK COMPANIES

Companies—	MINNEAPOLIS		ST. PAUL		DULUTH	
	Premis.	Losses	Premis.	Losses	Premis.	Losses
Aetna	\$ 56,172	\$ 12,850	\$ 47,317	\$ 23,964	\$ 38,257	\$ 3,513
Agricultural	71,577	50,108	7,982	10,252	22,763	5,425
Alliance, Pa.	19,280	5,305	875	73	15,248	8,086
American, N. J.	37,036	21,159	42,493	36,758	17,719	6,223
American Alliance	4,556	786	2,719	406	7,548	1,909
American Central	6,922	1,652	9,000	10,162	4,633	1,066
American Constitution	.....	.....	457	6	579	.....
American Druggists, O.	8,528	2,773	2,969	1,116	656	.....
American Eagle	1,682	193	16,863	22,262	3,550	1,519
American Equitable	40,753	24,869	6,146	981	277	81
American Home	394	.....	1,256	6	213	.....
American Union	7,704	719	122	.....	141	.....
Anchor	1,092	.....	.....	.....	.....	.....
Associated	6,507	.....	1,639	1,000	48	.....
Automobile, Conn.	52,750	12,685	22,965	13,843	9,137	2,429
Baltimore American	.....	.....	3,062	276	.....	.....
Bankers & Shippers	14,486	4,970	227	172	2,151	32
Boston	60,151	33,422	55,914	28,942	7,278	284
Bronx	.....	.....	8	.....	.....	.....
Brooklyn	4,663	347	3,628	386	11	.....
Buffalo	11,437	7,354	9,864	11,505	1,827	491
California	9,084	2,298	8,709	8,616	2,811	492
Camden	17,045	15,663	24,376	9,145	2,594	1,875
Carolina	4,217	2,878	2,414	412	1,406	38
Central Union	.....	.....	1,222	.....	.....	.....
Chicago F. & M.	14,330	19,520	1,222	2,307	.....	.....
City of New York	4,300	32	11,663	6,435	1,181	355
Citizens, Mo.	.....	396	7,377	464	.....	10
Columbia, N. J.	20	.....	.....	60	.....	.....
Commerce	1,321	444	4,685	2,174	2,685	1,544
Commercial Union, N. Y.	6,474	843	2,095	268	2,805	5,380
Commonwealth	4,607	41	3,744	3,181	6,456	1,459
Concordia	15,167	10,972	1,885	1,337	6,625	2,796
Connecticut	19,015	14,008	5,823	6,467	5,898	1,914
Continental	24,766	9,084	15,887	8,341	13,680	7,489
County, Pa.	36	13	103	93	85	.....
Detroit F. & M.	17,713	4,074	11,599	4,895	9,054	6,903
Dubuque F. & M.	44,616	21,248	17,071	5,154	4,172	2,427
Eagle & West	11,040	1,890	7,457	6,732	950	39
East	2,174	1,251	1,659	191	2,687	1,700
Empire State	16	.....	.....	.....	.....	.....
Employers	9,674	3,860	23,090	26,275	564	201
Equitable F. & M.	3,105	115	8,660	107	2,108	1,625
Eureka Security	12,140	1,342	.....	.....	.....	.....
Federal Union	4,579	94	1,530	28	3,043	172
Fidelity-Phoenix	37,365	15,172	6,076	507	7,259	2,930
Fire Association	56,364	31,789	13,760	12,588	10,020	1,785
Fireman's Fund	26,861	13,435	19,415	30,948	6,446	60
Firemen's	72,528	17,941	17,635	10,927	5,480	2,478
First American	8,180	1,660	3,179	318	.....	.....
First National	68	.....	.....	1,065	.....	.....
Franklin National, N. Y.	537	22	1,349	1,262	22	.....
General, Wash.	16,129	3,637	14,394	472	5,292	60
Girard F. & M.	4,184	967	1,283	194	2,627	3,023
Glens Falls	20,970	6,194	34,850	11,871	6,662	1,682
Globe & Rutgers	64,565	35,414	14,278	761	20,759	13,359
Granite State	1,058	.....	.....	1,954	452	.....
Great American	45,235	26,605	10,118	23,412	17,162	10,390
Great Lakes	6,855	1,700	11	842	.....	.....
Guaranty, R. I.	4,333	246	.....	1,955	7,747	.....
Hanover	33,009	18,749	11,633	5,324	2,293	818
Harmonia	26,029	2,335	2,540	5,324	2,293	818
Hartford	128,779	53,594	38,710	10,140	25,772	3,735
Home, N. Y.	88,045	29,384	44,473	49,023	18,616	12,049
Home F. & M., Cal.	2,427	1,461	4,838	2,449	1,173	230
Homeland	2,985	2,018	2,575	.....	3,291	4,552
Hudson	18,500	4,693	5,260	9,088	17,277	3,150
Imperial	712	700	.....	906	20	.....
Ins. of North Amer.	55,250	15,313	11,554	.....	10,713	1,903
Ins. of the State of Pa.	22,131	15,502	10,456	4,934	3,296	1,132
LaFayette, Ia.	9,436	7,719	1,628	1,851	3,376	96
Maryland	230	.....	.....	.....	.....	.....
Mass. F. & M.	1,574	335	.....	.....	1,856	.....
Mechanics, Pa.	9,152	4,004	5,095	298	1,151	1,886
Mechanics & Traders, La.	612	3,069	652	553	2,191	218
Merchants & Mfrs., N. J.	.....	42	.....	.....	.....	.....
Merchandise, N. Y.	19,924	22,072	10,077	10,967	6,464	661
Merchants, R. I.	12,187	4,177	32,976	33,556	4,991	1,044
Mercantile, N. Y.	19,924	22,072	10,077	10,967	6,464	661
Mercury, Minn.	8,808	840	11,258	751	4,136	616
Michigan F. & M.	9,962	1,193	1,309	1,101	2,901	3,586
Milwaukee Mechanics	21,567	10,077	13,102	21,942	4,297	4,377
Minneapolis F. & M.	51,301	14,970	6,560	1,885	3,508	2,327
Minnesota	16,317	2,705	15,825	11,078	18	.....
Mohawk	19,589	.....	1,342	1,888	.....	.....
National American	1,450	75	145	163	.....	.....
National-Ben Franklin	13,717	3,015	9,937	9,732	7,541	.....
National Liberty	35,507	15,756	73,166	22,166	9,786	6,911
National, Conn.	56,485	52,448	15,697	19,241	10,107	175
National Security, Neb.	106,456	15,482	8,136	8,715	1,024	128
National Union	93,125	31,471	31,797	14,607	4,576	1,845
Newark	11,926	4,619	7,281	4,247	2,719	.....
New Brunswick	3,148	.....	.....	.....	.....	.....
New England	5,778	500	2,567	567	97	.....
New Hampshire	35,370	6,688	8,378	2,287	6,681	1,759
New Jersey	8,489	4,586	345	827	.....	.....
New York	3,080	134	1	3,228	90	.....
N. Y. Underwriters	29,766	22,081	23,610	17,513	13,409	6,021
Northern, N. Y.	71,726	19,488	4,469	2,290	16,892	9,209
North River	27,101	4,728	23,696	11,470	9,710	2,755
Northwestern F. & M.	63,606	12,551	1,805	3,174	3,932	8,338
Northwestern National	90,530	30,773	44,992	21,760	5,138	1,031
Old Colony	6,357	1,500	6,713	1,124	75	.....
Orient	46,674	12,994	29,532	12,545	3,590	1,672
Pacific	15,723	2,110	314	144	.....	.....
Patriotic	4,549	646	816	141	10,882	1,541
Pennsylvania	6,016	.....	5,311	3,864	11,577	8,015
Peoples National	.....	583	297	.....	.....	.....
Philadelphia F. & M.	28,935	3,754	6,067	3,242	5,585	4,445
Phoenix, Conn.	29,367	12,550	4,171	6,682	25,028	8,838
Potomac	378	33	6,063	3,170	12	.....
Preferred Risk	2,045	13	5,567	14	29	.....
Providence Washington	27,603	12,328	2,637	8,027	3,984	1,145
Public, N. J.	36,505	8,789	11,789	1,704	9,085	2,477
Queen	39,792	15,420	5,501	13,667	4,990	4,840
Reliance	5,144	1,015	1,450	5,385	2,442	81
Republic, Pa.	40,188	10,641	6,193	255	750	207
Retailers	23	.....	.....	.....	.....	.....
Rhode Island	47,475	25,042	29,667	20,466	4,014	.....
Rochester American	38,567	4,352	21,470	4,187	9,311	245
St. Paul F. & M.	73,324	31,187	174,032	44,679	7,706	550
Safeguard	329	198	453	25	1,925	1,351
Security, Conn.	44,758	38,978	27,138	25,338	11,115	10,276
Sentinel, Mass.	2,971	128	.....	.....	.....	.....
Southern, N. Y.	502	16	.....	.....	.....	.....
Springfield F. & M.	62,438	28,946	3,709	14,525	9,664	.....
Standard, Conn.	10,157	16,349	20,422	3,824	3,277	458
Standard, N. J.	23,706	5,671	606	.....	.....	.....
Star	23,161	.....	13,248	4,279	5,025	1,846

Some Notes Taken on the Fly
at Agents' Midyear Meeting

At the close of the mid-year convention of the National Association of Insurance Agents at Charlotte, N. C., James L. Case of Norwich, Conn., called attention to the fact that Mrs. Walter H. Bennett, wife of the secretary of the National association, had been critically ill and was now convalescent. Mrs. Bennett underwent a major operation and after being taken home and getting around a bit contracted influenza, which prostrated her and forced her to take to her bed again. Mr. Case referred feelingly to the many friends of Mrs. Bennett in the organization and moved that a note of good cheer be sent her and also a bouquet of flowers.

Bartlett Greene, assistant secretary of the National Association of Insurance Agents, officiated for the first time at a convention, handling all the mechanics and looking after what might be called the outside arrangements. Mr. Greene made a most favorable impression and conducted his work smoothly and speedily. On every side was high praise for his work.

Aside from Secretary Walter H. Bennett and Assistant Secretary Bartlett Greene, the National Association of Insurance Agents' home office staff was represented by Miss Gwendolen Bradley, Mr. Bennett's secretary, and Jennie Sue Daniel, editor of the "American Agency Bulletin," a most competent quartette.

A. A. Klinko, advertising manager for Corroon & Reynolds, attended a National association convention for the first time in his new capacity. Heretofore he had been assistant secretary of the association and had looked after all the convention details. Mr. Klinko has many friends in the organization who are interested in his welfare.

The Charlotte local agents took a large number of visitors on a ride Thursday afternoon visiting one of the large textile mills, many now being located throughout the district, and also seeing some of the power plants.

There were about 300 people registered at the Charlotte convention.

The Charlotte local agents were most hospitable and did everything in their power to look after the comfort of their guests. The Charlotte Insurance Exchange had its officials and committee working day and night.

The resolutions committee consisted of

Bryan Bell, New Orleans; Fred L. Lewis, Milwaukee; F. H. Hickman, Atlantic City.

Spencer Welton, vice-president of the New York Indemnity, one of the old-time convention attenders, loomed up in all his pristine glory.

John L. Mee, the popular president of the Equitable Casualty & Surety, and Vice-President and Superintendent of Agents Howard Osborn mingled with the crowd.

Vice-Presidents E. J. Scofield and C. C. Bowen of the Standard Accident, who were on a southern trip, went to Charlotte at the time of the convention.

Assistant Secretary J. G. Yost of the Fidelity & Deposit was on hand as usual with Mrs. Yost. They were hosts at a number of occasions, both being most popular among insurance people everywhere.

Chauncey S. S. Miller, former secretary of the National Association of Insurance Agents and now publicity director of the North British & Mercantile fleet, was shaking hands with old time friends.

Fred J. Cox of Perth Amboy, N. J., former National president, was in great demand as he was one of the most forceful presidents the organization has had.

E. M. Allen, executive vice-president of the National Surety and former president of the National association, was the host at an exquisite dinner one evening given to National Surety agents. He had two toastmasters, Fred J. Cox of Perth Amboy, N. J., and George W. Carter of Detroit.

John W. McAllister, secretary of the George Washington Fire, Greensboro Fire, McAllister Underwriters Agency and Pilot Fire, all of Greensboro, attended the convention.

Detroit sent a high powered delegation and has come into prominence for the talent it is contributing to association work. The delegation consisted of J. Alfred Grow, George W. Carter, George J. Lieber, T. J. Hennes, W. A. Doyle and George Brown, the latter being secretary of the Michigan association.

Col. R. H. Carruth, assistant to the president of the American Bonding, a full-blooded southerner by birth and education, was present at Charlotte.

Companies—	MINNEAPOLIS		ST. PAUL		DULUTH	
	Premis.	Losses Incurred	Premis.	Losses Incurred	Premis.	Losses Incurred
State F. & M.	707	1,279	8	.....	.....	.....
Stuyvesant	6,022	5,280	7,615	711	4,388	863
Superior	6,982	4,005	1,413	45	2,463	959
Sussex	1,364	56	957	1,434	673	.....
Sylvania	902	.....	.....	.....	.....	.....
Transcontinental	13,062	6,713	1,347	4,996	1,010	6,802
Transportation	6,776	1,656	31,290	4,805	3,143	31
Travelers	39,852	13,454	23,186	7,959	9,906	5,616
Trinity	4,989	100	4,068	219	.....	.....
Twin City	31,814	12,322	18,695	10,824	7,562	3,103
United Firemen's	19,226	7,670	797	10	269	1,884
United States	55,739	18,203	18,953	5,652	20,361	14,279
U. S. Merc. & Shippers.	5,408	577	169	.....	52	.....
Universal	25,036	396	3,012	34	1,360	.....
Victory	3,966	7,184	1,844	.....	6,952	547
Virginia F. & M.	3,576	1,117	2,088	2	.....	.....
Westchester	42,402	20,670	10,486	10,838	10,236	2,874
Western	948	15	.....	1,092	7,902	1,707
World F. & M.	5,998	5,621	21	1,092	7,902	1,707
Zurich	31	32	33	.....	14	.....

VIEWED FROM NEW YORK

By GEORGE A. WATSON

KECK GIVEN MEDAL

Henry A. Keck, supervisor of accounts for the Continental, has been presented with a "long service" medal by Chairman Ernest Sturm. Mr. Keck has been connected with the company for 25 years.

INSURANCE BILLS COMPROMISED

State Senator Hewitt of New York, author of two insurance investment bills, has agreed to a compromise. He stated that he will not urge passage of his bills inasmuch as his purpose is comprehended in a bill introduced by State Senator Wheatley, chairman of the senate insurance committee.

As a result of a hearing before the senate insurance committee, two new bills will be introduced, one of them proposing to limit to 10 percent the invested assets of a domestic insurance corporation, other than life, which may be invested or loaned upon security of any institution or upon a single piece of realty. The other bill will propose to limit to 25 percent of the combined capital and surplus, instead of 50 percent of the surplus, the amount which a stock insurance corporation other than life may invest in the stocks of other insurance corporations.

SCHAEFER FINDS CONDITIONS GOOD

General business conditions are encouraging to the insurance field, declared William Schaefer, vice-president of the Empire Fire, after completing a country-wide tour and survey of the principal business centers.

Mr. Schaefer was particularly enthused over the brisk tempo of general business in the northwest, as noted while in Seattle, and with the general progressive activity in Texas as reflected in the personal conversations with business leaders in Houston.

In other centers, while he found local industries indulging in no spectacular business increases, he observed that there was no sign of recession and that the principal lines of business were holding a stable level. Mr. Schaefer's itinerary included visits to Chicago, Denver, Portland, Oregon, San Francisco, Los Angeles, New Orleans, Atlanta, Jacksonville, Nashville, Huntington, W. Va., Washington and Baltimore.

GRAHAM CHIEF ACCOUNTANT

William I. Graham has been appointed chief accountant of the Empire Fire of Brooklyn. Mr. Graham has been active in the insurance field for a quarter century, being identified for 11 years with the Great American as statistician. Subsequent to that he was chief accountant for the E. G. Pieper fleet in Providence, with the New York office of Fred S. James & Co. and with the London & Lancashire. For some time he has served as auditor of the Insurance Society of New York.

CONWAY TO BE FETED

Albery Conway, New York state superintendent of insurance, will be the guest of honor at the annual dinner of the Brooklyn Insurance Brokers' Association on April 29.

GORDON IN NEW POST

Daniel F. Gordon, whose election as executive vice-president of the New York Board occurred at the February meeting, assumed the post some days ago. The board has under its jurisdiction the survey, electrical inspection, fire patrol and other important services, which heretofore have been acting more or less independently. It will be the function of Mr. Gordon to coordinate the various divisions, in so far as they may be practical, and, in brief, to become responsible for carrying out the

policies of the executive committee. Prior to assuming his present office Mr. Gordon was second deputy superintendent of the New York department and had been in its service for 25 years.

NEW YORK LOSSES LOWER

Decrease in number of claims and incurred fire losses in New York City in January and February are shown from

the corresponding period in 1929. The committee on losses and adjustments of the New York board reports 939 claims in January and February, 1930, as compared with 976 in 1929. Incurred losses under charge of the board for adjustment during the first two months were \$3,118,648 contrasted with \$3,494,427 in 1929.

INSURANCE STOCK REVIEW

J. K. Rice, Jr. & Co. have prepared this survey of the movement of insurance stocks the past week:

"The current period of lower interest rates, introduced by the recent reduction of the Federal Reserve rediscount

rate to 3½ percent, has had a favorable effect on the market for insurance stocks.

"It was generally agreed that most of the high grade insurance stocks selling on over a 4 percent yield basis and close to liquidating values, were at bargain levels. However, it was not until today that a brisk demand was felt in many issues, notably, Great American, Hanover Fire, Home, Providence-Washington, and all of the Hartford stocks, including Hartford Fire, Aetna Fire and National Fire.

"That prospects for an extended period of cheap money are very favorable is indicated by a further lowering of the



A BIT

OLD-FASHIONED

Perhaps some people look upon us as old-fashioned and deliberate in our movements. But our figures of growth at the end of each year show that we are sound and progressive. What we do, we do constructively, to help our agents increase their premium income.

With the aid of our seasoned field men, our Advertising Department personnel, and our business-building magazine THE ACCELERATOR, we are building up our business with our agents on the solid foundation of service.

We will be glad to send you a copy of THE ACCELERATOR and a complete letter concerning our thoroughly developed methods of doing business. Write for it.

BOSTON INSURANCE COMPANY OLD COLONY INSURANCE COMPANY

87 KILBY STREET, BOSTON, MASSACHUSETTS

Bank of England rate from 4 percent to 3½ percent on Tuesday last. This should have a good effect on the bond market here, which will undoubtedly benefit the insurance companies because of their large bond holdings.

"Those interested in insurance stocks should also bear in mind, that since Dec. 31, the general stock market has recovered quite appreciably. The bank stocks, in particular, have been very strong. On the strength of the recent Chase-Equitable-Interstate merger, many issues, including Irving, Central, Hanover, Corn Exchange, City, First National, Chemical, Guaranty, Bank of Manhattan, Bankers Trust, New York

Trust and Chatham & Phenix, advanced to new high ground for this year.

"The portfolios of most of the large insurance companies include substantial holdings of these bank stocks, as well as many public utility issues that have risen sharply in the last few days. This is a good illustration of how a stockholder in an insurance company shares indirectly in the benefits accruing to every other industry."

PARSONS BACK AT DESK

After several weeks spent at Belleaire, Fla., J. Lester Parsons, president of the United States Fire, is again at his desk in New York City, ready to

deal with any problems affecting the Crum & Forster companies that may have arisen during his absence, and questions affecting the business as a whole. Mr. Parsons is a member of a number of various organization committees and is faithful in attending to the affairs of each.

VOSS REQUEST TO MUSEUM

More than \$500,000 was left to the American Museum of Natural History in New York by Frederick G. Voss, who died in Germany in August, 1928, and left an estate of \$1,020,175 including securities valued at \$205,770 in London. Mr. Voss at one time was a big figure

in United States insurance, being United States manager of the Frankfort General and the Thuringia. He had a department first at San Francisco, then established headquarters at Chicago and finally went to New York. Mrs. Voss and two sons survive, Frederick and Carlos of San Francisco.

BARBOUR RETURNS FROM TRIP

Robert P. Barbour, United States manager of the Northern of England, has returned from his annual visit to the Pacific Coast.

Court to Use Injunction to Protect Expiration Rights

BIRMINGHAM, ALA., March 26.—When agents and companies agree to a division of expirations the rights established by the agreement will be enforced by the courts, according to a decision of the chancery court here. The agency firm of Smith, Hamilton & Smith was found guilty of contempt of court for violating an injunction restraining them from using records of the agency, such as daily reports, records of expirations or other information, to renew business assigned to Allen S. Glover, a former partner in the concern, who now operates his own agency. A fine of \$50 and costs was imposed.

When Mr. Glover left the firm in 1926 he retained one-fourth of the business, which was awarded to him by a board of arbitration. Within two months he filed complaint asking the court to restrain his former partners and certain of the insurance companies from renewing such business as he had built up or which had been awarded him by the arbitrators. This injunction was granted on July 26, 1929. The court in allowing the injunction held that Smith, Hamilton & Smith, or insurance companies represented, had no right to use the records to deprive Glover of his right to secure the renewals of expirations, or to aid another agent to solicit the business. Mr. Glover showed 14 instances where business was taken from him by use of the records.

AGENCY NAMES NEW OFFICERS

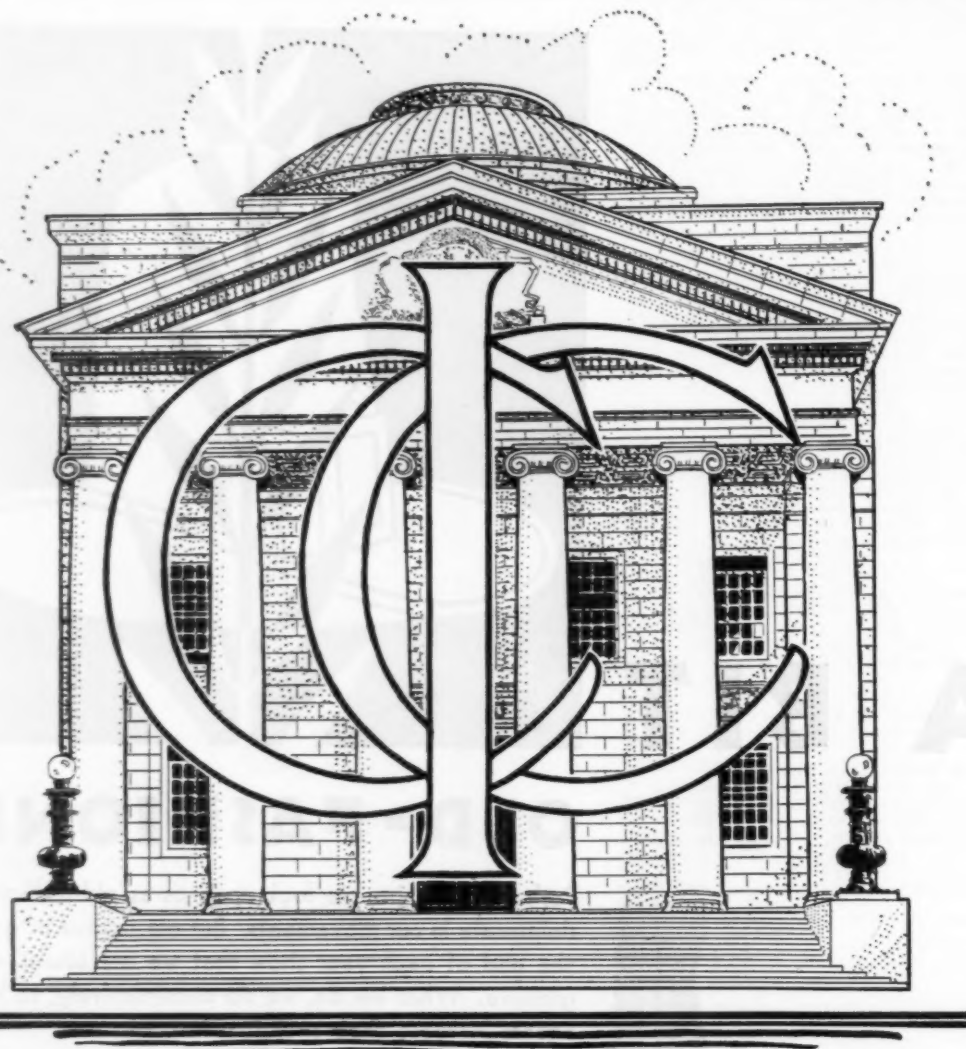
McNaught and Mylrea Head Prominent Canadian Office Representing Home of New York

Prominent among Canadian insurance offices is Reed, Shaw & McNaught, Ltd., formed in Montreal in March, 1926, by the Toronto firm of like title which was established in 1874. The firm acts as general agent of the Home of New York group for the province of Ontario. In recognition of the splendid work of J. C. K. McNaught and A. J. Mylrea, they have been elected president and vice-president, respectively, of the agency. W. G. Bacon continues as manager.

Members of the agency include some of the foremost financiers and industrial leaders of the Dominion, and the same factors that attained for them high success in those fields are likewise responsible for the great growth of the agency. The scope of the agency is shortly to be extended to include aviation and all risk covers.

Rattleman Now Vice-President

NEW YORK, March 26.—William A. Rattleman has been appointed vice-president of the Cosmopolitan Fire of New York. He was previously assistant secretary, and under direction of James A. Blainey, then vice-president and secretary and now president, had charge of underwriting and also assisted in field work. Prior to joining the Cosmopolitan, Mr. Rattleman was with the National Liberty, first as special agent in western Pennsylvania, and subsequently at the home office.



When you hand a client a policy with this trademark on it, you can sense the solidity of the protection you are providing.

There, back of the Citizens monogram, is the facade of the Hartford Fire Insurance Company's home office building, symbolic of the organization and finances back of you as an agent of the Citizens Insurance Company of New Jersey.

If you need more information—or are interested in an appointment in your community—address the Executive Office—Hartford.

CITIZENS INSURANCE COMPANY
of New Jersey

Rules Will Be Brought to a Modern Standard

MACHINERY IS OVERHAULED

National Association of Insurance Agents Will Make Some Changes in Its Rules

At the mid-year conference of the National Association of Insurance Agents, George J. Lieber of Detroit, who is chairman of the special committee to revise the constitution and by-laws, stated that the committee rejected the proposition of individual membership but certificates will be issued to each member of a firm if desired, by the state secretary so that a closer computation can be made as to actual numerical strength of the organization. The committee also decided to continue the present state association as the unit and not accept local boards also as units. In other words, Mr. Lieber explained that the National association will continue on the federal plan. The underlying associations, he said, should comprise areas covered by state insurance laws.

Membership Qualification

Mr. Lieber emphasized the fact that there should be a membership qualification and such had been adopted. The committee recommended a split caucus vote in case of roll call to be divided in accordance with the subdivision vote. There is allowed one vote for every 10 members. A local board, therefore, has the right to vote its quota if it desires. The regional vice-presidents are to be discontinued as they were found to be ineffective. There are four new constitutional committees, publicity and education, advisory committee composed of past presidents, national conference and the committee of larger premium producers. The national conference committee consists of one committee-man from each state. This committee is to be divided according to territorial jurisdiction so that its representatives can confer with the company organization in that section. The president of the National association is to be chairman of the conference committee and the chairman of the executive committee, vice-president. Each state will select its own committeeman.

Ayer Working Up Sentiment

Fred B. Ayer of Cleveland, who is working on the committee of larger premium producers, stated that rules are being prepared so that they will guide the work of this new department after being approved by the executive committee. This promises to be one of the important factors in the national body.

Leighs Are Bereaved

Mrs. Loyal F. Watson of Los Angeles, sister of J. Gilbert Leigh and William W. Leigh, and the niece of L. B. Leigh, all of the general agency firm of L. B. Leigh & Co. at Little Rock, died Mar. 20. J. G. Leigh was a former director of the Chamber of Commerce of the U. S. A., and former president of the Association of Fire Insurance Agents. Mrs. Watson's funeral was held at Little Rock.

Minneapolis Invites N. F. P. A.

Minneapolis has sent an invitation to the National Fire Protection Association to hold its 1931 annual western meeting there.

WANTED

Cook County Special Agent

Applicant with control of business, direct or brokerage preferred. Address P-18, The National Underwriter.

Object to Omissions from District's Insurance Code

BENNETT OUTLINES PLAN

National Association of Insurance Agents Passes Resolution on District of Columbia Scheme

At the mid-year conference of the National Association of Insurance Agents, Secretary W. H. Bennett told about the American Bar Association's proposed code of insurance laws for the District of Columbia. The National Convention of Insurance Commissioners, he said, had not approved it. It is in the committee on laws in that organization. The proposal is that the code be passed by the District of Columbia to be used as a model for the states. Idaho and Kentucky have already investigated it. Mr. Bennett said that the weakness and undesirability of the code rest in its complete omission of a licensing provision, a resident agency section and a qualification measure. It is before the District of Columbia committee of Congress. He said that this code sweeps out 20 years of constructive work on part of organized agents.

Mr. BroSmith's Position

Mr. Bennett said that William BroSmith, vice-president and general counsel of the Travelers, who is chairman of the American Bar Association's insurance committee, believes that a corporation is responsible for the appointment of agents and their contracts. He does not think the state should have anything to say about an appointment. Mr. BroSmith declares that the resident agency law is unconstitutional. He thinks that a company should decide itself as to the qualifications of an agent.

Resolution Is Adopted

The National association passed the following resolution in regard to this subject:

"The American Bar Association's code of insurance laws, proposed as a model for the several states, and now pending before Congress for the District of Columbia, omits any provisions for the qualification and licensing of agents and resident agency laws. The adoption of the code in its present form would undermine the essential principles to which the National Association of Insurance Agents has devoted three decades of its existence; seriously injure the insuring public; take from the insurance commissioners of the several states all discretion and control in the licensing of agents; and destroy the American agency system. We condemn the code as submitted to Congress, and we commend the position and action of our secretary and urge his continued efforts to have adequate agency regulations incorporated in the code."

Examiners Hold Meeting

In his informative address before members of the Examining Underwriters Association of New York, Prentice B. Reed, assistant United States manager of the Phoenix of London, one of the foremost adjusters of this country, illustrated various points by citing concrete cases he had experienced in the course of his loss settlement work. He stressed particularly the need for close cooperation between underwriters and adjusters in order to handle claims satisfactorily. Special guests included K. I. Yuen, of the Central Trust Company of Shanghai, and Mario Da Fonseca Cuimaraes, of Rio De Janeiro, both of whom are studying American fire insurance. Assistant Secretary J. C. Lansing, of the Firemen's, spoke briefly. Charles J. Purcell, of the Public Fire, is president of the association.

AMERICAN AUTOMOBILE INSURANCE COMPANY

St. Louis

L. A. HARRIS, President

ALL KINDS
of INSURANCE
on AUTOMOBILES

Capital & Surplus . . . Over 3,000,000.00

Reserves Over 8,500,000.00

Total Assets (Jan. 1, 1930) Over \$11,500,000.00

Ready Soon

1930 ARGUS FIRE CHART ARGUS CASUALTY CHART

The new 1930 ARGUS FIRE and CASUALTY CHARTS give a complete and up-to-date financial and insurance report of all fire and casualty organizations, stock, mutual and reciprocal. Comparative statements for past years indicate the standing and progress of each.

MANY NEW COMPANIES SHOWN

An unusually large number of new companies, launched during the past year or so, will be shown for the first time in the new 1930 ARGUS CHARTS.

SHOWS MORE COMPANIES

The companies shown in the ARGUS CHARTS not given in other charts are the smaller and not so well known companies. These are the companies that an insurance man will most often want to look up as he knows about the large ones. The agent, of course, also wants to know the standing of his company. The fact that the ARGUS CHARTS give the information on the companies not so well known as the large companies is the chief advantage of using ARGUS CHARTS.

MUCH ADDITIONAL USEFUL DATA

The 1930 ARGUS CHARTS show in addition to the statements of companies, tables of underwriting and investment gains and losses, premiums and losses of accessory lines, company groups and aggregate premiums. They give the states in which companies operate, lists of underwriter agencies, lists of all classes of companies, and also show those retired and how since 1920. Many other useful tables and lists of interest to agents, companies and anyone wanting data on fire and casualty companies are given.

NEEDED IN EVERY OFFICE

Copies of each should be in the office of every agent engaged in insurance, for every agent should have information handy regarding all companies, that he may best advise his prospects and clients.

ABOUT THE SMALLER COMPANIES

The ARGUS CHARTS excel in that they and they alone, give the standing of hundreds of the smaller companies, not so well known. This data cannot be found elsewhere.

READY EARLY IN APRIL. PLACE YOUR ORDER NOW FOR THE 1930 ARGUS CHARTS

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1	\$ 0.75
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50	17.50
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TO THE NATIONAL UNDERWRITER CO.

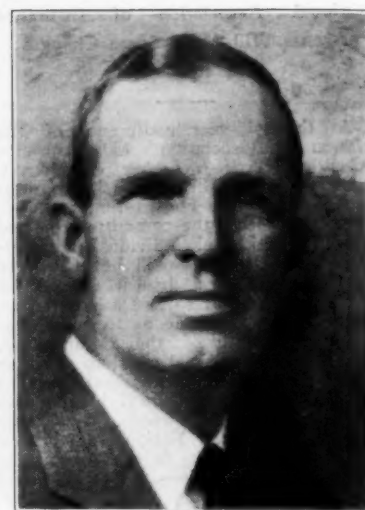
80 Maiden Lane

New York, N. Y.

Constructive Work Done by Two Prominent Local Agents



FRED B. AYER, Cleveland



GEORGE J. LIEBER, Detroit

Two men stood out very impressively and effectively at the mid-year conference of the National Association of Insurance Agents at Charlotte, N. C., on account of the constructive work they have done. They were George J. Lieber of Detroit and Fred B. Ayer of Cleveland. Mr. Lieber was chairman of the special committee that had to reconstruct and revise the constitution and by-laws of the National association which had become in many ways archaic. The committee combined the two into a constitution making some notable changes. Mr. Lieber in presenting his report gave a perfect example of business speech. The selection of his words, the character of his phrasology, the forcefulness of his personality and the convincing manner, made a lasting impression. Mr. Lieber is one of the "new finds" in National association ranks. He came to the front at the Detroit convention and his talents have been utilized since. The associates on his committee are Fred M. Burton of Galveston; H. E. McKelvey, Pittsburgh;

Thomas S. Ridge, Jr., of Kansas City; Frank L. Gardner, Poughkeepsie, N. Y.

Fred B. Ayer, a great wheel-horse in the organization for many years, was given charge of a committee that had to do with the development of an entirely new department in the organization, it being the lining up of large premium producers. This is now made a constitutional committee or department of the association. To Mr. Ayer must be given great credit for what he has done in originating the plan, in visiting various large centers and carrying the gospel to the big agents, and in devising rules for the new work. He was assisted at Charlotte in constructing the rules by Allen I. Wolff of Chicago, a member of the committee. Mr. Ayer is most conscientious, indefatigable and intelligent in his work.

The committee of which Fred B. Ayer is chairman, is made up in addition of: Eugene Battles, Los Angeles; H. E. McKelvey, Pittsburgh and Allan I. Wolff, Chicago. It will work out definite plans for the department.

AGENCY CONVENTION NOTES

George W. Powell, vice-president of the Georgia Casualty, found a number of friends at the Charlotte convention.

* * *

W. P. Robertson of Chicago, assistant western manager of the North America, was the only western department executive at the convention.

* * *

President H. R. Bush of the Dixie Fire of Greensboro dropped down to Charlotte and found many friends there.

* * *

The National association endorsed the candidacy of John H. Camlin of Rockford, Ill., as a director in his district for the United States Chamber of Commerce to succeed himself.

* * *

Superintendent of Agents Dancy of the United States Fidelity & Guaranty attended the convention.

* * *

Sam Ruffin, president of the North Carolina association, was the state host and an admirable one. He has been seven years an officer of his organization serving as secretary, vice-president and now president.

* * *

Julian Miller, editor of the Charlotte "News," who gave the address of welcome, said that George Washington once stopped at Charlotte and stated it was the loudest city he had ever visited. Lord Cornwallis also stopped there and termed it a hornet's nest. North Carolina, he said, has a larger indebtedness than any other state except New York. It has spent \$120,000,000 in making roads.

AGENTS MUCH CONCERNED

(CONTINUED FROM PAGE 5)

tional association said that agents should demand from their companies 5 percent commission on all residence property insured under the Interstate Underwriters Board.

E. J. Cole of Fall River, Mass., said that the Interstate Underwriters Board was organized to serve a definite and worthwhile purpose but it is now going beyond its scope. He said there is not a proper checkup on values and some concerns are getting a rate that they are not entitled to.

NEW YORK APPROVES PLAN

NEW YORK, March 26.—After a careful study of the proposition, Superintendent Conway has formally approved the plan of the Interstate Underwriters Board for writing policies "covering five or more locations on a reporting form, and allowing reductions in rates for standardized care, management, accounting and distribution of liability" in so far as the entire state is concerned, save only in this city. It is expected the same concession will shortly be extended to the metropolitan area. In the opinion of the superintendent the "plan undoubtedly supplies a current need in the fire insurance business and will enable it to keep abreast of the current demands of modern business."

"Mutually Reciprocal" Brought Out Big Smile

Insurance Commissioner Sam C. King of South Carolina, youthful, ruddy-cheeked and most cordial, unwittingly in his brief address before the mid-year conference of the National Association of Insurance Agents at Charlotte, N. C., introduced some delicious play on a discussion which he did not hear. During the previous session the time had been greatly employed in talking about the competition of mutuals and reciprocals. Commissioner King in his address said that he was the friend of the insurance men of the state and he hoped that they could be counted his friends. "This should be mutually reciprocal," said the commissioner. It evoked merriment and the commissioner did not catch the point.

Hoboken Dock Loss Is Huge

One of the worst conflagrations in recent years, and the third disastrous waterfront fire at Hoboken, N. J., in the last 30 years, occurred there this week. At last reports it still was burning. Loss estimates of daily newspapers varied between \$3,500,000 and \$4,500,000. Two great piers were destroyed. The fire started late Saturday night in an oil and rag dump 200 feet from pier 16, and a brisk wind swept the flames quickly to the pier, a wooden structure 500 feet long. A film of oil on the water carried the fire to underpinning of pier 15, a steel structure 1,000 feet or more long, also destroying this.

Fire Prevention Council Announces Its Program

WASHINGTON, D. C., March 26.—The program for the semi-annual meeting of the National Fire Waste Council to be held at the headquarters of the Chamber of Commerce of the United States in Washington, March 28, is announced. Three papers of special interest to those engaged in fire prevention activities will be presented. In addition, another feature will be the announcement by the contest grading committee of the winners in the 1929 fire waste contest.

"Fire Prevention in Government Buildings" is the subject of a paper to be delivered by Capt. R. C. Montgomery, chief of the protection division, public buildings and public parks, Washington. Richard E. Vernor, manager fire prevention department of the Western Actuarial Bureau, Chicago, will speak on "Recent Developments in the Field of Fire Prevention Education." N. D. Sherwood of Cleveland will address the Council on "Recent Developments in Fire Prevention Devices."

On March 27, the day preceding the Council meeting, a number of council committees will meet.

Another pier was threatened. Five vessels of the Lamport & Holt line were towed to safety in midstream, including the 21,000 ton liner "Voltaire" and a freighter loaded with oil.

AS SEEN FROM CHICAGO

W. U. A. PROGRAM PERFECTED

The committee on order of business for the first annual meeting of the Western Underwriters Association which convenes in Washington, D. C., April 8-9, has arranged for an informal good fellowship dinner to be held in the evening of April 8 for members and their guests. The governing committee will hold an open session on the morning of April 7, to which all members are invited. The report of the revision of rules committee is scheduled for Tuesday afternoon, April 8.

LOSSES SET NEW RECORD

The Fire Insurance Patrol reports that fire losses in Chicago during 1929 showed an increase of 22.8 percent over 1928. The 1929 total was estimated at \$15,963,979. This exceeds the 1926 record of \$13,362,512, which was the previous high in recent years.

February and December showed conspicuously high fire losses. In each of these months the losses were in excess of \$2,100,000. In nine of the 12 months the losses exceeded \$1,000,000, contrasted with five such months in 1928.

The patrol estimated losses to buildings at \$7,492,466 in 1929, compared with \$6,108,769 in 1928, an increase of \$1,383,697, and to contents at \$8,471,513, an increase of \$1,580,382 over the 1928 total of \$6,891,131. Insurance totaling \$698,033,115 was involved in the 1929 losses.

WANTS UNIFORM PRACTICE

The Association of Improved Risk Superintendents at Chicago is endeavoring to secure a uniform cancellation practice for leasehold policies. The Chicago Board has one form and there are three or four others used outside. Owing to this lack of uniformity there is more or less confusion arising.

BROKERS' AFFAIRS LOOK UP

Troubles of the Insurance Brokers Association in Chicago have eased down considerably as the result of an agreement with the Chicago Board regarding the form of that organization's question-

naire, and another temporary agreement with the city license bureau in litigation over charging brokers a \$25 annual license fee. The brokers' association has recommended that the Chicago Board's new questionnaire blank, S-234, affecting all housed class 3 brokers, be signed, as objectionable features of the two previous forms were cut out at several conferences. An agreement has been reached by F. C. Bracken, chairman of the committee on the city license litigation, and David R. Domke, the association's executive secretary and counsel, with Assistant Corporation Counsel Foss, under which further arrest notices will be withheld pending a redrafting of the city ordinance on licenses to meet approval of the city and brokers.

BROKERS TO ELECT APRIL 15

The annual meeting of the Insurance Brokers Association of Chicago will be held April 15. A slate is now being prepared and due to the fact that the present officers have served for a long time and through a critical period in the association's life, it is probable that there will be some changes in official personnel. Most of the directors have served in that capacity for upwards of 16 years. President Florian D. Wallace is completing his sixth term in that office. A broker being most prominently mentioned for the presidency is George M. Eddy, a veteran whose earnest work for the association covers many years.

President Wallace will have some interesting matters to discuss in his annual message, as during the last year the association has gone through several crises. One of the most important matters which now concerns the association is the hearing of the special committee of the National Convention of Insurance Commissioners on acquisition cost to be held in Chicago April 9. The Chicago association is in touch with the New York Brokers Association with a view to securing individual or joint hearings before the commissioners' committee. It is felt there is a danger of downward revision of commission which might in the end affect brokers to an alarming degree. The formation of a national as-

Figures that lie—

Those figures your client has carried on his books for years—figures which he believes show the true value of his property are incorrect in ninety percent of all cases. Book values do not show the true present day value.

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"ITS ADVANTAGES—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance."

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I recently had the opportunity of attending conferences of the Field-men of the Yorkshire Group of Companies. I find that your problems are theirs and that they are constantly and successfully proving the value of a real agency organization. These men are at your service!

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Field Correspondent

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The Phoenix Insurance Co.
of Hartford

sociation of brokers is urged by the Chicago association, in order that American brokers may meet such problems with a united policy. Results of the conference of commissioners probably will be an important feature of the annual meeting.

INSURANCE STOCK MARKET

W. S. Conn of the investment house of Mitchell, Hutchins & Co. of Chicago, says as to insurance stocks:

"The past week saw a radical improvement in the insurance stock market. There was no question about the low level of insurance stocks, as there had been but a slight recovery from the early December prices. This recovery was not at all in proportion to the gains by the investment portfolios of the companies. Aside from a quiet buying from institutional sources, there was little interest in the market. About a week ago Hartford reported an increased demand for insurance stocks from buyers outside of the local market. The past week the buying became more general in nature, and a decided upward trend developed in the market leaders, which has begun to affect the whole list. Our typical list clearly reflects this improvement, showing an abrupt upturn in bids:

	3/18	3/25	Change
Aetna Fire	61	68	+ 7
Aetna Life	87½	100	+12½
Boston	735	770	+35
Continental Cas. ..	37	37½	+ ½
Firemen's, N. J.	36	38½	+ 2½
Globe & Rutgers ..	1050	1080	+30
Hartford Fire	76	85	+ 9
Home, N. Y.	45	47½	+ 2½
National Fire	67	79	+12
Travelers	1470	1550	+80

It would appear that the attractive level for permanent investment had begun to receive recognition.

BRINSMAID PREPARES TO MOVE

George W. Brinsmaid, manager of the central department of the Western companies of Fort Scott, Kan., in Chicago, is in New York preparing to move his family to Chicago.

QUALIFIES AS GRANDFATHER

August Torpe, Jr., head of the Chicago agency of August Torpe, Jr. & Co. and former president of the Chicago Board, has now joined the extensive and increasing grandfathers' group. A daughter was born to his oldest daughter, Rosa Lee, who is the wife of Clarence Elmer, a broker on the Chicago Board of Trade.

George H. Bell, western manager of the National Fire of Hartford, will return home this week from a trip to southern California.

A booklet describing the *Denn Schedule* course may be had free. Write The National Underwriter.

WANTED

Experienced adjuster automobile, fire, theft, conversion and collision claims. State salary expected. Address P-13, The National Underwriter.

WANTED

Cook County Special who has a good following and who is a good producer. An excellent opportunity for the right man. In local and general agency. Address P-16, The National Underwriter.

South Carolina Is Endeavoring To Increase Tax

Company officials are much concerned about the bill pending in the South Carolina legislature increasing the tax on premiums for all companies from 2 percent to 3 percent. The bill in the first place carries a repeal of the personal property tax. In order to make up for this, at least in part, the increased tax on premiums is provided. The bill has passed the house. A number of company men and local agents have been at Columbia. Insurance Commissioner Sam C. King is very much opposed to the bill. Some of the company people feel that the situation is a critical one. If South Carolina is able to increase the tax other states are likely to follow. A few years ago Ohio increased its premium tax but later repealed it.

Company Notes

The Peoples Fire of Frederick, Md., has been licensed in Illinois.

The Metropolitan Fire of New York has made application to withdraw from California.

The Canadian Fire of Winnipeg has entered the state of Washington. The company is represented on the Pacific Coast by Harris & Spear of San Francisco.

Write The National Underwriter for a free booklet on the Casualty and Bond Underwriting Training Course.

WANTED—COOK CO. SPECIAL

Broker or Special Agent to represent a long established General Agency in capacity of Special Agent in Chicago and Cook County. Address P-7, The National Underwriter.

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- 4—You save money, we make money.
- 5—No Tipping, No Annoyance.
- 6—Hair Cut 50c—Shave 25c—Shampoo 30c—Massage 50c.

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To one or possibly two, experienced young field men, we are offering an excellent opportunity for future success and progress with a well established fire insurance organization, dealing directly with the insured.

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Replies should be complete and of a nature to convince us of your particular fitness for this position. Address P-15, The National Underwriter.

CHANGES IN THE FIELD

KENNEY SUCCEEDS KENNEY

Glens Falls Promotes One Brother to Make Room for Another in Columbus

The Glens Falls has appointed Laurence A. Kenney, Jr., as special agent, with headquarters at 2520 A. I. U. building, Columbus, O., succeeding his brother, George B. Kenney, who is appointed chief agent for Ontario.

Laurence Kenney has been with the Ohio underwriting department of the home office and consequently has been for some time closely in touch with the field in which he will now operate as special agent.

Clinton B. Lawrence

The Aetna Fire announces the appointment of Clinton B. Lawrence as special agent in Florida. He succeeds E. G. Darling, recently appointed state agent in Alabama. Mr. Lawrence, a native of Sumter, S. C., spent a number of years in local agency and field work before joining the Aetna as special agent for South Carolina in 1925. In his new position, Mr. Lawrence will be associated with State Agent C. A. Thornton,

W. E. Jowien

W. E. Jowien of Peoria, state agent of the Boston and Old Colony in Illinois, has been appointed Illinois state agent for the Monarch Fire of Cleveland.

R. M. Wilcox

R. M. Wilcox, for two years special agent for the Milwaukee Mechanics in Missouri, and previous to that four years

with the Home of New York in the same capacity, has gone with Crum & Forster as special agent in Missouri under State Agent Gad O. Smith.

H. J. Conklin, L. A. Wilson

Harry J. Conklin has been transferred from the mountain field for the Firemen's of Newark to northeastern Ohio with headquarters in Cleveland. He will represent the National-Ben Franklin, Concordia and Pittsburgh Underwriters. Prior to his experience in the mountain field Mr. Conklin was examiner for the Illinois field. L. A. Wilson has taken Mr. Conklin's place in Denver.

G. H. Morss

G. H. Morss, special agent for the Fidelity & Guaranty Fire at Syracuse, N. Y., has resigned to return to the stamping office there, with which he was connected before joining the F. & G. No successor has been named as yet.

Frank A. Dyck

Frank A. Dyck has been appointed special agent for the Columbia Fire Underwriters Agency, with headquarters at Grand Island, Neb. He has had several years' experience, both in the Nebraska field and as a local agent. Until recently he was Nebraska special agent for the Crum & Forster fleet.

Chester Farrell

Victor Roth, president of the Security of New Haven, while in New Orleans on his way to the Pacific Coast appointed Chester Farrell, formerly with the Royal, as special agent for the Security Company.

Agents Need to Justify Charge

(CONTINUED FROM PAGE 3)

other property owned by the assured. Mr. Southgate feels that it is very essential to find the classes that these companies are seeking. In most cases, he declared, they are after the better risks. When this list is compiled and placed before the stock company organization, he hoped it may be induced to reduce the basis rate on a class and increase deficiency charges. He said that when this material is gathered in North Carolina it is the plan to get similar material from all Southeastern Underwriters Association states. He said that through this method of reducing the basis rate, the agents, therefore, can hold the best risks and the poorer ones must pay a higher rate.

Thomas S. Ridge of Kansas City read a letter from a large reciprocal to a property owner in which it was brought out that the reciprocal induced other subscribers to write to this same assured with the hope of switching his insurance to the reciprocal.

James L. Case of Norwich, Conn., said that the Factory Insurance Association of Hartford took 350 more risks from the nonagency companies than the latter did from the stock companies last year.

Walker Taylor of Wilmington, N. C., said that he had been 51 years in the business and had seen nonagency companies of all sorts come and go. He is not disturbed by this competition. He said the insurance agents are the backbone of the financial structure of the country. If premium payers had to depend on nonagency companies, and especially the mutuals, they would be in a pretty pickle. He said that the nonagency companies have never taken the gaff. They will pull out when they scent trouble. He said that nonagency companies will pick off what they feel

Time and Place Set for Agents Convention

The annual meeting of the National Association of Insurance Agents will be held at the Adolphus hotel in Dallas, the week of Oct. 5. The Texas Association of Insurance Agents is strongly back of Dallas and made a special appeal to the convention. The southwest will bring in a large attendance to the Dallas convention.

to be the preferred risks in a group and let the rest go. The stock companies, he declared, are general carriers. They are able to assimilate all classes. They will stand by the assured in trouble and will pay claims in full and promptly. There is a certainty in their methods of operation. He said that it is impossible to get first class insurance cheap.

Mr. Ostot of Asheville, N. C., said that some of the nonagency companies are going after the better classes of garages, hotels and manufacturing risks especially if they are well protected. He said that the others are passed up.

Writes Smudge Insurance

The Great Lakes of Chicago is latest among companies selling oil burner property damage insurance. The policy protects property owners against loss and damage caused by heavy smoke or smudge, occasioned by faulty operations of oil burner heating systems.

The rates are 40 cents per thousand for one year with minimum premiums of \$4; \$1 for three years with minimum premiums of \$15; and \$60 for five years with minimum premiums of \$24. Agents are being paid 25 percent commission.

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INSURANCE STOCK QUOTATIONS

By Mitchell, Hutchins & Co., 231 South La Salle Street, Chicago, as of March 25

	Par	Bid	Asked	Div. per share		Par	Bid	Asked	Div. per share
Aetna Cas.	10	155	165	*1.60	Impt. & Expt. ..	25	59	61	4.00
Aetna Fire	10	68	71	2.00	Independ. Fire. .	5	9	11	.80
Aetna Life	100	100	102	*1.20	Independ. Ind. . .	5	14	19	...
Agricultural ..	25	125	135	*4.00	Industrial	10	18	22	1.00
Amer. All.	10	34	36	*1.60	Ins. Co., N. A. .	10	82	83	*2.00
Amer. Equit. . .	5	23	25	1.20	†Lincoln Fire. .	10	39	41	2.40
American	5	21½	23	1.00	Lloyd's Cas. . .	10	14	19	.60
Amer. Reins. . .	10	63	66	3.00	Md. Cas.	25	99	101	*4.50
Amer. Res.	10	55	60	4.00	Mass. Bonding. .	25	130	138	4.00
Amer. Salam. .	50	61	62	3.00	Merch., com. . .	10	115	122	2.00
Automobile . .	10	45	48	*1.00	Merch. & Mfrs. .	5	23	27	*1.00
American Sur. .	25	116	119	6.00	National Cas. . .	10	18	20	1.20
Automobile	10	45	48	*1.00	Natl. Fire	10	79	81	2.00
Balto. American	5	25	27	*.60	Natl. Lib.	5	16	18	*.50
Bank. & Ship. .	25	120	140	6.00	Natl. Sur.	50	95	97	5.00
Boston	100	770	800	16.00	National Union. .	100	250	260	12.00
Brooklyn	5	19	23	*1.20	N. Amster. Cas. .	10	41	42	2.00
Camden	5	25	26	1.00	New Brunswick .	10	34	36	1.50
Carolina	10	34	36	1.50	New England. . .	10	33	35	1.00
Central Fire . .	10	38	43	1.00	New Hampshire .	10	55	59	1.60
Cent. West Cas.	50	48	53	2.00	New Jersey	20	47	51	2.50
Chgo. F. & M. .	10	17	20	...	North River	10	65	70	2.00
City of N. Y. .	100	580	610	16.00	Northern, N. Y. .	25	95	115	4.00
Colon. States . .	10	...	20	...	N. W. Natl.	25	120	130	*5.00
Com. Cas.	10	23	25	1.20	Occidental	10	23	26	...
Constitut. Ind. .	10	14	15	.50	Pacific	25	130	140	6.00
Cont. Cas.	10	37	39	1.50	People's Natl. . .	5	17	18	*.50
Continental	10	69	70	2.40	Phoenix, Ct.	10	85	88	2.00
Eagle, N. J.	20	16	17	*1.00	Prfd. Acci.	20	60	65	3.00
Empl. Reins. . .	10	25	26	1.50	Presidential	25	37	42	...
Fid. & Dep.	50	175	180	9.00	†Prov. Wash. . .	10	77	80	2.00
Fid. & Guar. F. .	10	45	48	...	Public Fire	5	17	18	...
Fid.-Phen.	10	82	84	2.60	Rhode Island . .	10	30	38	1.20
Fire Assoc.	10	39	40	2.50	Roch. Amer.	10	47	53	1.00
Fireman's Fund	25	98	101	5.00	Rossia	10	45	46	2.20
Firemen's	10	38½	39½	2.20	St. Paul F. & M. .	25	230	240	5.00
†Franklin	5	36	38	8.00	Security, Ct.	10	36	39	...
Glens-Falls	10	58	61	*1.60	Southern Sur. . .	10	19	21	1.00
Globe	10	20	24	1.20	Springfield	25	152	158	4.50
Globe & Rut. .	100	1080	1200	28.00	Standard Acci. .	50	200	275	6.00
Globe Under. . .	No	14	16	...	Stuyvesant	25	65	70	2.00
Great Am. Ind. .	10	35	40	...	Sylvania	10	25	29	*1.50
Great Amer.	10	37½	39	1.60	Transpor. Ind. .	10	16	18	...
Halifax	10	30	31	1.00	Transpor. Ins. . .	10	16	18	...
Hanover	10	57½	58½	*1.60	Travellers	100	1550	1590	*16.00
Harmonia	10	36	38	1.50	U. S. Cas.	25	80	85	4.00
†Hartford Fire. .	10	85	88	2.00	U. S. Fid. & G. .	10	45	46	2.00
†Hfd. St. Boil. .	10	69	65	1.60	U. S. Mer. & Sh. .	100	380	410	12.00
Home Fire	10	22	24	1.05	Va. F. & M.	25	100	115	*3.00
Home, N. Y.	10	47½	48½	2.00	Westchester	10	62	65	*2.00
Homestead	10	23	25	1.00					
†Hudson Cas. . .	5	8	10	...					

*Pays extra dividend.

†New.

Braddock Is Official of Knoxville Company

L. J. Braddock, Chicago, assistant western manager of the North America, has been elected a vice-president of the new Tennessee Insurance Company of Knoxville, which was licensed in its home state last month with \$50,000 capital and \$10,000 surplus. The main factor in the company is E. R. Lutz, head of the agency of J. E. Lutz & Co., who bore all the organization expense. Mr. Lutz has been in the business for 18 years and is first vice-president and underwriting manager of the company. W. D. Pettigrew, secretary and treasurer, has had 17 years insurance experience and is associated with Mr. Lutz as assistant manager of the agency. John H. Frautz, a Knoxville attorney and a director of the Fidelity Bankers & Trust Co., is president. It is planned to issue policies whereby the whole liability is reinsured in the North America.

Gets Royal Exchange in Canada

Charles S. Malcolm, Canadian manager of the Motor Union Insurance Company, has been appointed Canadian manager for the Royal Exchange and its associates, succeeding Alexander MacDonald, who is transferred to the London head office as joint secretary. The Royal Exchange has a number of auxiliary companies in Canada.

To Appeal Virginia Order

Counsel for the companies in Virginia have notified the attorney general of the state that they will take an appeal to the Virginia supreme court of appeals from the order entered by the state corporation commission in November reducing rates about \$900,000 a year.

Becker Is Branch Manager

Frank E. Becker, newly appointed manager of the Philadelphia branch of the National Liberty, was for 28 years connected with the agency of Platt, Youngman & Co., of the Quaker City.

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PREMIUMS AND LOSSES BY STATES

NEW YORK

F.—FIRE; T.—TOTAL

	Premia.	Losses
Agricultural	F. 946,744 T. 1,486,412	—390,012 —670,746
Allied	F. 20,430 T. 74,209	10,314 21,437
Detroit F. & M.	F. 168,501 T. 198,771	80,446 80,510
Amer. Home	F. 117,149 T. 132,088	9,646 13,981
Amer. Constitution	F. 104,227 T. 122,690	7,106 11,135
Amer. Eagle	F. 1,227,824 T. 1,739,909	485,664 748,568
Albany	F. 109,635 T. 110,859	52,077 53,754
Amer. Res.	F. 268,448 T. 274,233	141,735 142,784
Amer. Un.	F. 45,878 T. 46,120	23,735 23,834
Royal	F. 1,499,453 T. 2,023,508	742,367 995,160
Swiss Reins.	F. 582,766 T. 597,365	248,811 249,963
Union & Phoenix	F. 121,090 T. 217,257	182,516 184,041
Union, Eng.	F. 143,335 T. 156,320	87,105 92,514
Urbaine	F. 746,637 T. 792,009	463,520 466,994
Standard, Eng.	F. 916,561 T. 57,519	542,271 19,040
London & Provin.	F. 57,519 T. 64,331	19,040 31,174
Jupiter Gen.	F. 51,984 T. 54,671	33,684 34,552
Kyodo	F. 98,820 T. 111,132	49,815 54,105
New India	F. 118,577 T. 123,242	95,341 95,341
North China	F. 112,576 T. 443,484	43,908 221,470
Norwich Union	F. 707,768 T. 994,761	271,633 480,853
North Br. & Mere.	F. 1,737,784 T. 659,208	864,773 190,889
Northern	F. 893,775 T. 391,283	369,777 224,852
Reins. "Salamandra"	F. 399,832 T. 27,521	231,815 38,412
Netherlands	F. 65 T. 683,482	45 398,421
New Zealand	F. 27,521 T. 698,237	34,412 400,240
Prudential Re. & Coins.	F. 213,089 T. 217,255	178,586 180,049
Pearl	F. 213,089 T. 217,255	178,586 180,049
Ocean Marine	F. 214,332 T. 234,391	96,679 99,457
Queensland	F. 187,348 T. 204,599	74,359 79,631
Palatine	F. 176,226 T. 183,196	77,270 83,641
Phoenix	F. 658,087 T. 710,216	346,210 366,353
Royal Exch.	F. 410,226 T. 691,652	163,004 290,176
Reliance	F. 213,332 T. 233,391	97,679 100,457
Eagle Star & Br. Dom.	F. 297,876 T. 1,480,647	162,330 962,594
Fuso M. & F.	F. 124,356 T. 347,627	299 228,040
Halifax	F. 137,833 T. 141,502	16,010 16,071
Law Union & Rock	F. 180,837 T. 192,396	85,967 89,952
L. & L. & Globe	F. 1,764,002 T. 2,180,339	849,885 1,041,959
London & Lanc.	F. 483,044 T. 571,400	316,311 338,492
London & Scottish	F. 85,368 T. 82,019	39,086 79,999
Maritime	F. 158,456 T. 182,151	81,334 92,530
New India	F. 118,577 T. 123,242	95,341 95,341
Atlas	F. 369,210 T. 498,441	174,915 188,918
British Gen.	F. 15,686 T. 15,596	8,110 7,910
Caledonian	F. 234,303 T. 346,373	181,736 241,808
Baltica	F. 125,019 T. 125,906	37,755 44,503
British Amer.	F. 164,288 T. 199,157	80,087 91,575
British & Foreign M.	F. 551,217 T. 512,830	232,498 178,357
Christiania Gen.	F. 314,729 T. 1,095,339	179,004 411,595
Commercial Union	F. 2,259,541 T. 229,256	942,189 139,858
Indemnity Mut.	F. 273,508 T. 91,788	179,231 38,524
General, Fr.	F. 92,368 T. 551,350	38,540 254,108
Sun	F. 1,138,560 T. 969,645	480,431 639,038
Switzerland Gen.	F. 1,113,529 T. 1	660,839 5,487
Union, China	F. 356,754 T. 455,172	314,166 46,258
Union M., Eng.	F. 208,285 T. 208,285	107,507 107,507
Yorkshire	F. 281,117 T. 286,349	98,879 110,721
Yang-Tsue	F. 305,314 T. 494,337	105,314 202,356
Western, Can.	F. 789,906 T. 194,248	304,529 102,785
Alliance, Eng.	F. 759,238 T. 581,586	387,934 241,730
Century	F. 517,535 T. 517,535	251,843 251,843
Scottish Un. & Nat.		

F.—FIRE; T.—TOTAL

	Premia.	Losses
Sea	F. 934,876 T. 1,159,142	571,347 635,976
Skandinavia	F. 175,087 T. 178,684	105,017 106,253
Standard M.	F. 916,561 T. 202,112	542,271 123,892
Skandia	F. 202,112 T. 206,177	123,892 124,730
South British	F. —65 T. 142,920	349 50,746
State As.	F. 144,088 T. 325,562	53,613 163,562
Tokio M. & F.	F. 1,125,233 T. 185,846	563,385 103,641
Svea F. & L. Sw.	F. 194,233 T. 486,958	105,921 193,806
Thames & Mersey	F. 181,470 T. 195,851	99,315 103,074
United Firemen's	F. 84,095 T. 92,441	35,623 37,938
Victory	F. 127,166 T. 127,758	95,058 95,172
Virginia F. & M.	F. 34,150 T. 34,181	14,601 18,625
Wheeling	F. 174,870 T. 191,316	59,230 65,264
World F. & M.	F. 51,213 T. 51,213	35,842 43,372
Arkwright Mut., Mass.	F. 35,171 T. 38,171	30,719 40,464
Boston Mfrs. Mut.	F. 17,672 T. 17,684	7,775 10,882
Amer. Mut., R. I.	F. 38,276 T. 38,514	19,482 24,877
Blackstone Mut., R. I.	F. 2,845 T. 2,845	1,104 1,104
Abington Mut., Mass.	F. 30,796 T. 47,006	3,736 7,408
Auto Mut. Am., R. I.	F. 51,978 T. 58,533	14,894 15,261
Allied Amer. Mut. Auto.	F. 5,983 T. 5,155	10,610 10,622
Berkshire Mut., Mass.	F. 15,456 T. 15,668	11,020 11,072
Southern Home	F. 24,223 T. 24,657	8,595 8,707
South Carolina	F. 413,232 T. 630,807	196,922 293,618
Sentinel	F. 3,535 T. 3,450	5,937 5,955
Security, Conn.	F. 635,996 T. 2,537,105	323,953 1,357,409
Savannah	F. 11,352 T. 11,352	2,546 2,546
St. Paul F. & M.	F. 104,351 T. 109,748	152,455 154,746
Und. Reins.	F. 952,649 T. 1,324,020	241,691 437,940
Twin City	F. 49,123 T. 49,026	16,284 16,310
Travelers	F. 82,939 T. 83,054	38,770 38,801
Trinity, Tex.	F. 207,626 T. 1,755,591	65,436 986,529
United Amer.	F. 23,197 T. 23,482	11,133 11,349
Universal	F. 28,375 T. 53,374	14,308 16,586
Utah	F. 209,026 T. 17,672	22,768 10,882
Fitchburg Mut., Mass.	F. 39,060 T. 39,321	24,368 31,488
Fall River Mfrs. Mut.	F. 20,789 T. 22,943	7,033 7,059
Enterprise Mut., R. I.	F. 120,946 T. 168,776	43,874 62,622
Firemen's Mut., R. I.	F. 102,266 T. 102,301	8,747 10,231
Cambridge Mut., Mass.	F. 2,021 T. 101,359	— 44,083
Central Mfrs. Mut.	F. 77,582 T. 101,806	44,129 44,071
Cot. & Woolen Mfrs.	F. 48,669 T. 48,698	4,170 4,770
Dorchester Mut., Mass.	F. 42,790 T. 94,475	2,056 7,144
Farmers' Mut., Pa.	F. 15,625 T. 204,791	118,135 118,135
Lumber Mut., Mass.	F. 212,195 T. 212,195	120,640 120,640
Lynn Mut., Mass.	F. 779,092 T. 286,117	138,184 143,221
Industrial Mut., Mass.	F. 142,403 T. 284,333	7,283 34,092
Keystone Mut., Pa.	F. 920,645 T. 920,645	221,833 221,833
Hope Mut., R. I.	F. 2,081,063 T. 7,270,084	822,413 4,820,213
Great Eastern	F. 4,021,561 T. 6,514,467	1,696,798 2,827,101
Harmonia	F. 3,019,435 T. 3,982,854	1,465,451 1,932,260
Guardian	F. 102,192 T. 282,213	76,158 140,054
Germanic	F. 611,968 T. 1,049,141	199,009 467,867
General Exchange	F. 99,825 T. 133,002	12,472 19,795
Globe & Rutgers	F. 136,114 T. 158,905	59,602 66,881
Home, N. Y.	F. 265,025 T. 269,928	131,411 137,190
Great Amer.	F. 2,578,711 T. 3,603,168	1,154,499 1,748,269
Hamilton	F. 1,173,204 T. 1,173,204	449,575 449,575
Hanover	F. 43,551 T. 48,209	14,270 17,864
Empire State	F. 184,778 T. 190,253	77,862 82,879
First Amer.	F. 703,904 T. 766,223	201,003 218,066
Fire Reassur.		
Empire		
Eagle, N. Y.		
Fidelity-Phenix		
Glens Falls		
Homeland of Amer.		
Hamburg Amer.		
City of N. Y.		

(CONTINUED ON PAGE 50)

"Life Insurance —
A Declaration of Financial Independence"

NATIONAL ASSOCIATION OF LIFE UNDERWRITERS



67 YEARS in business. Over 3 Billion 300 Million Outstanding Insurance on 4 1-2 Million Policyholders.

New paid-for insurance in 1929, together with revived and increased insurance, \$750,926,211, a gain of 15.4 per cent on the figures of 1928.

Payments to Policyholders in 1929, \$65,298,505.

Total such payments in 67 years—over 600 million dollars.

Dividends declared payable in 1930, \$19,020,000, an increase of \$1,400,000 over 1929.

FINANCIAL SUMMARY, DECEMBER 31, 1929

TOTAL ASSETS	\$542,140,977.93
TOTAL LIABILITIES	
Policy Reserve	\$459,613,281.00
Reserve on Dividends to Policyholders	30,885,181.85
All other Liabilities	11,955,113.88
SURPLUS FUNDS	\$39,687,401.80

Unquestionable strength of resources is the rock upon which all real insurance is built.

A John Hancock policy is as good as any bond.

For further information, address Inquiry Bureau, 197 Clarendon Street, Boston, Massachusetts.



In automobile insurance, what is the difference between collision and property damage?

Under collision coverage, the company agrees to pay for damage to the policyholder's own car and operating equipment attached thereto, caused by collision with any object or by upset, regardless of fault. Under property damage coverage, the company agrees to pay all sums for which the policyholder may become legally liable because of damage to property of others, including loss of use of such property. Property of others in the custody of the assured, rented by him or carried in his automobile is specifically excluded from coverage.

Great American
Indemnity Company
CASUALTY New York SURETY
We'll gladly answer your questions

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary; HOWARD J. BURRIDGE, Vice-President and General Manager; NORA VINCENT PAUL, Vice-President; WILLIAM A. SCANLON, GEORGE C. ROEDING and O. E. SCHWARTZ, Associate Managers

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105 Montgomery Street, Room 907, Tel. Kearny 3054, FRANK W. BLAND, Resident Manager
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Meeting Motor Club Competition

LOCAL agents in some communities are confronted with severe competition where automobile clubs have taken on insurance adjuncts largely in the way of reciprocal exchanges. In California where the situation became very acute owing to the AUTOMOBILE CLUB OF SOUTHERN CALIFORNIA having its reciprocal, the NATIONAL AUTOMOBILE CLUB was organized and has been effective in combatting the motor club competition with automobile service linked up with stock company indemnity. There has been a feeling that the NATIONAL AUTOMOBILE CLUB might extend its operations to other sections of the country and thus save the organization of additional companies of the same kind.

The NATIONAL AUTOMOBILE CLUB has gotten experience through experimentation and by this time knows how far it can go. In cities like Chicago, Detroit and St.

Louis the motor club reciprocal competition is becoming more intense. Agents and brokers are demanding that some plan be evolved to meet the situation. The St. Louis agents are organizing an automobile club in competition with the local club. They feel that insurance is not a proper function for an automobile club to take on. It is invading the field of some of its most desirable members. Therefore, they will fight fire with fire. In such a club automobile service of the highest type will be offered and all excrescences will be removed.

A condition exists which should be met with intelligence and energy. The business of legitimate local agents should be saved. If the NATIONAL AUTOMOBILE CLUB can spread its wings to other sections, that might be a satisfactory solution to the problem.

People Get Down to Work

DURING the highly speculative period in the money market many people seemed to have the idea that hard work was no longer necessary. All that was needed was to have a small amount of capital, sit in a stock broker's office, grab something from the market bag and wait for

profits to be made through the onward march of the buying element. We have learned a valuable lesson and that is that very little in a substantial way is accomplished without earnest effort and industry. It is to be hoped that the lesson will sink in.

Aviation and Insurance

EDITORS, paid secretaries and press agents in aviation promotion are critical of underwriters for their distaste for flying risks. No other industry has required or received such nursing as aviation. It is the ward of chambers of

commerce, writers, governments, and banquet speakers. There has been little realism talked or written about the industry. Insurance is supplying the realism for aviation and therefore gets the abuse.

Training for Small Town Fire Chiefs

THROUGH the efforts of the fire prevention department of the WESTERN ACTUARIAL BUREAU, fire chiefs from small towns are occasionally enrolled in drill schools of big city fire departments. This is a commendable practice and it should be encouraged by agents in small communities. Too often small town

fire departments are composed of town loafers or superannuated citizens. Even if not much improvement is to be expected in the original character of small town fire department staffs, their usefulness may be vastly increased if the chief is provided with a course of training in an ambitious fire department.

PERSONAL SIDE OF BUSINESS

W. L. Dechert, head of the W. L. Dechert Company agency at Harrisonburg, Pa., is celebrating completion of 40 years' continuous service in the insurance business. In observance of the event, Mrs. Dechert gave a dinner to her husband, members of the firm and employees.

Miss Bertha M. Baker, president of the Baker Agency, Marinette, Wis., is the first woman in Wisconsin to enter the "Old Guard" of the Niagara Fire. L. S. Wallace of Milwaukee, state agent for the Niagara, visited Marinette and presented Miss Baker with a gold medal in appreciation of more than 25 years service with that company.

Neal Bassett, president, and Wells T. Bassett, vice-president of the Firemen's of Newark fleet, spent several days in San Francisco last week on a tour of the Pacific Coast. They were accompanied by W. Van Winkle, vice-president and general manager of the Commercial Casualty. Before returning to the home office, they expect to make a trip to the Pacific Northwest, after which Mr. Van Winkle will return to San Francisco before leaving for the east.

J. Phillip Bird, president of the New Jersey Manufacturers Casualty and the New Jersey Manufacturers Fire, and vice-president and director of the International Reinsurance, arrived in Los Angeles March 22, and was the guest of Carl M. Hansen, president of the International. He is accompanied on his trip to the Pacific Coast by Bentley H. Pope, investment banker of Trenton, N. J.

George W. Blossom, president of Fred S. James & Co., visited in San Francisco this week. Before going there he spent some time in southern California, where he was met by E. C. Fox, vice-president in charge of Pacific Coast territory.

H. E. McKelvey, well known Pittsburgh agent and prominent in the Pennsylvania Association of Insurance Agents, who has taken a leading part in National association conventions, is in poor health and is at Tucson, Ariz., endeavoring to get back on his feet.

In Pacific Coast circles Mariorie Inez Sifford, daughter of Benton Sifford, Pacific Coast manager of the Security of New Haven, is receiving recognition for her poetical work, especially high praise having been given to her "Sonnet to Spring." She is only 17 years old and is the first freshman ever appointed to the editorial staff of the "Daily Californian," college paper of the University of California, which is noted for its high standard of excellence.

H. Edmund Machold, chairman of the board of directors of the Agricultural, has been elected a director of the newly formed world's largest bank, resulting from the merger of the Chase, Equitable and Interstate banks in New York City. Mr. Machold formerly resided in Watertown, but is now a resident of New York.

T. J. Gafford, Oklahoma special agent of the Hartford Fire, who was recently injured in a motor bus wreck near Okemah, has been taken to his home in Oklahoma City and is reported recovering. His left ear was nearly severed in the accident, but physicians believe it can be saved.

R. P. Barbour, United States manager Northern of London, was in St. Joseph, Mo., last week visiting Lewis S. Stubbs, the company's representa-

tive there. Mr. Barbour is returning east from a trip to the Pacific Coast. After his visit to St. Joseph he traveled to Chicago where he spent a day and then went on to New York.

Charles L. Gandy, president of the Alabama Association of Insurance Agents, has always preached property damage on automobiles, but he is a stronger believer now than ever in this class of insurance. On returning from the Charlotte convention, he found that his wife had figured in an automobile collision in which his car was damaged.

Victor Roth, president of the Security of New Haven, arrived in Los Angeles last week and was joined there by Benton A. Sifford, vice-president and Pacific Coast manager. Mr. Roth went from Los Angeles to San Francisco and will also tour the Pacific Northwest before returning east.

Clarence A. Ludlum, formerly vice-president of the Home, will be "among those present" at the semi-annual meeting of the Western Underwriters Association at Washington April 9-10, of which body he is an honorary member and ex-president. He plans leaving New York City in his luxurious, commodious and well equipped automotive vehicle, and will pilot, chaperone and transport two (or maybe three) eminent insurance officials.

Stacey Wade, former insurance commissioner of North Carolina, who resigned to become an official of the Home Mortgage Company of Durham, N. C., has felt the effects of the financial crash. His company made loans and marketed real estate bonds on properties throughout the state. It seems that a number of these issues have become "sour," some not being able to meet the interest. Some are guaranteed by the Metropolitan Casualty. The Home Mortgage Company is, therefore, practically out of business.

James A. Dowler of Winnipeg, secretary of the Canadian Fire, arrived in Los Angeles last week and while in the city visited the Harris & Spear general agency, which represents the company as United States managers. Mr. Dowler is spending several days in southern California and expects to visit the principal cities on the Pacific Coast before returning to Winnipeg.

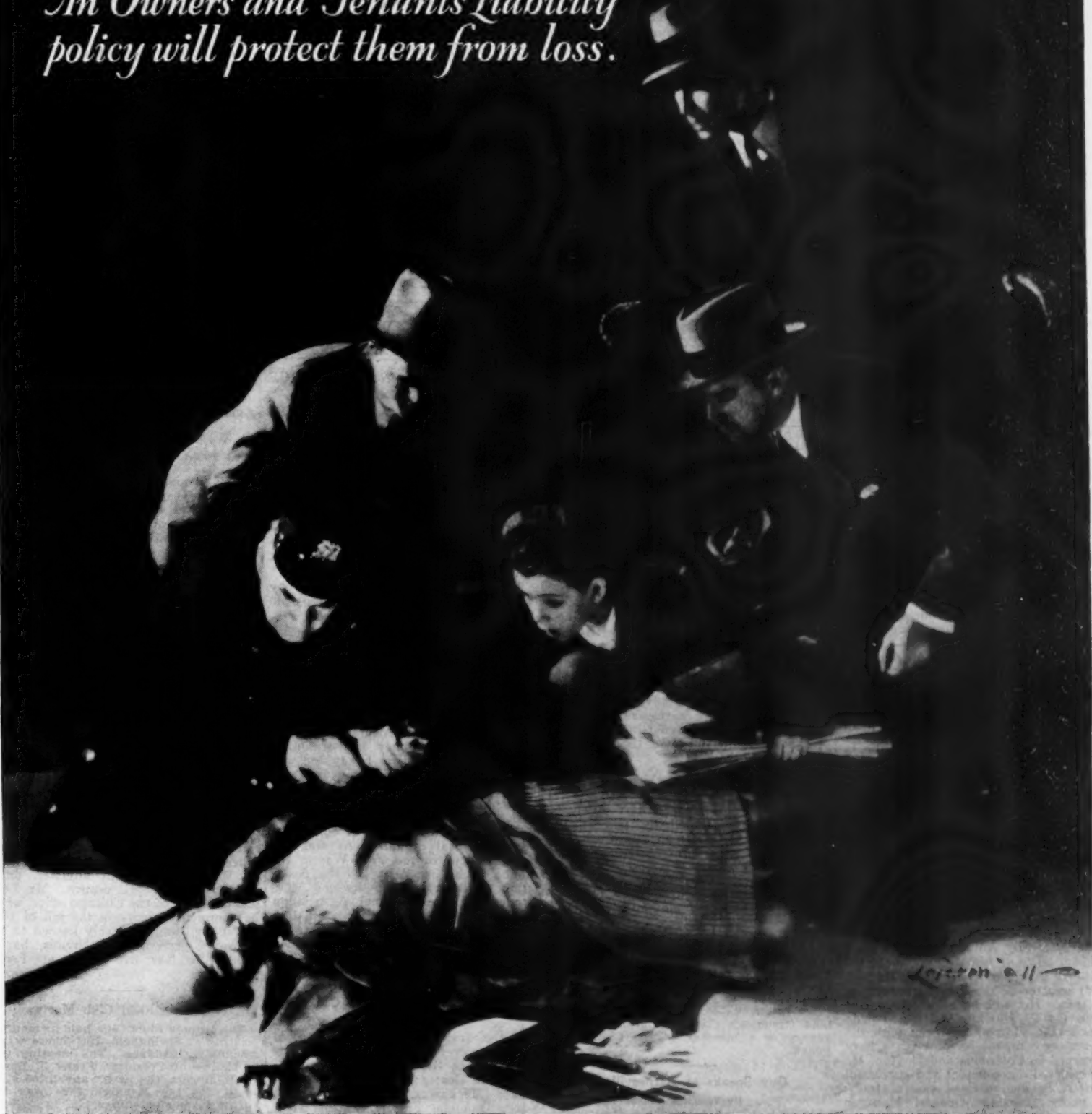
Mr. and Mrs. J. W. Rose of Buffalo are visiting at an Augusta, Ga., winter resort. Mr. Rose is a member of the executive committee of the National Association of Insurance Agents.

Howard Olmsted, senior partner in the insurance agency of George H. Olmsted & Co., died suddenly last Friday night at Key West, Fla., as a result of a cerebral hemorrhage. He had been enjoying a cruise with his wife in Florida waters for over a month. He was taken ill aboard the yacht and rushed to a hotel at Key West where he died. Mr. Olmsted's father founded the insurance agency. Howard Olmsted was a graduate of Denison University at Granville, O., in the class of 1903. He was a member of its football team. Mr. Olmsted's partners are Charles J. Seabrook and William T. Jarvis.

A. W. Follansbee, Jr., marine secretary of the Fireman's Fund, sailed last week for Honolulu where he will spend several weeks.

Charles R. Page, vice-president of the Fireman's Fund, has returned to San Francisco from a trip to the eastern branch offices of the company.

Owners and Tenants are often held liable for accidents which happen on or about their premises. An Owners and Tenants Liability policy will protect them from loss.



The AMERICA FORE GROUP of Insurance Companies

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY

FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE

Eighty Maiden Lane,

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PAUL L. HAID, President

New York, N.Y.

THE FIDELITY AND CASUALTY COMPANY
ERNEST STURM, Chairman of the Board
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NEW YORK

CHICAGO

SAN FRANCISCO

DALLAS

MONTREAL

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

GRANTS TAX CASE REHEARING

Ohio Court of Appeals Had Held That Cincinnati Agents Must Pay Occupation Tax

The court of appeals of Ohio recently held that Cincinnati agents are subject to the occupational tax of the city. The decision was in the case of William Stredelman vs. City of Cincinnati. On application by J. L. Kohl, attorney representing Mr. Stredelman and the Cincinnati Fire Underwriters Association, the court has granted a rehearing.

This case had its origin three years ago when a Hamilton county court granted an injunction restraining the city from collecting the occupational tax which had been assessed against insurance agents. The order was granted on the ground, set forth by the agents, that their companies had paid a tax to do business in Ohio and that the state having taken up this particular field of taxation, the city was barred from assessing an additional tax before granting permission to do business.

In its recent opinion, the court of appeals said that if the agent's business were confined to representing foreign companies alone, then it would be the opinion of the court that the tax could not be enforced against the agent since the tax upon the agent's occupation would be indirect tax upon the foreign corporation, a field of taxation which had been preempted by the state. The court, however, held that the evidence showed that Mr. Stredelman was also engaged in the business of an insurance broker, and when acting in this capacity he accepted applications for insurance which were placed with other agencies. In such a case, said the court, he acted as an agent for the insured and therefore was subject to the tax.

In his petition for rehearing Attorney Kohl pointed out that the city ordinance imposes the tax on the business of "selling, soliciting or negotiating the sale of all forms . . . of insurance." The petition sets forth that when Mr. Stredelman wrote the business, he was "buying" insurance for the insured and was not selling, soliciting or negotiating the sale of insurance and therefore was not subject to the ordinance. The ordinance does not require the payment of tax by one who buys insurance for another, is the contention of the agents. No date has been set for rehearing.

WESTERN ADJUSTMENT'S NEW OFFICE AT LIMA

The Western Adjustment will open a branch office at Lima, Ohio, about the middle of April, with Allan C. Harrod, senior adjuster of the Dayton branch as manager. He will be assisted by Adjuster D. T. Hawkins of the Toledo branch. Mr. Harrod has been with the adjustment company for nine years, having served in Columbus and Dayton. He is considered a competent and successful adjuster, having received careful training under Assistant General Manager Lippincott. Mr. Hawkins has seen service at Decatur, Columbus and Toledo branches.

The Lima office will operate as a distinct unit reporting direct to the head office.

Arthur Hoffman & Son, Cleveland agency, is now being operated by Mrs. Clara L. Hoffman. It was originally operated by Arthur Hoffman, now deceased, and a son, Homer, who continued alone until recently.

PROFIT COVERAGE DISCUSSED

Cleveland Field Club Takes Up Problems in Settling Claims on Stocks on Consignment

At the March meeting of the Fire Insurance Field Club of Cleveland Alan C. McCabe, Sun, talked on "Profit Insurance." Although there is but one form of profit insurance now written, there have been some changes in policy forms. This coverage must be written with caution, Mr. McCabe said.

Much interest was shown in the discussion on insuring profits on stocks on consignment. It is difficult at the time of a loss, if part of the stock is in a warehouse waiting to be delivered, to anticipate the amount of profit to be made on such stock, especially if the merchandise is seasonable. In such case a thorough investigation of the contents should be made.

It was pointed out that some concerns insisted upon delivering to warehouses large quantities of merchandise which may later be taken out by brokers, although the stock still belongs to the manufacturer, as it is shipped to the broker on consignment. If this merchandise remains in the warehouse after the season passes and during which time it should have been sold, and is later destroyed by fire, it is difficult to determine the amount of profit the insured should be allowed.

McCoy Visits Ohio Pond

David L. McCoy of Sioux Falls, S. D., most loyal grand gander of the Blue Goose, met with the Ohio pond in Columbus last Thursday. He was accompanied from the Kentucky meeting in Louisville to Columbus by Ralph Hukill, deputy grand gander for Ohio and West Virginia. Mr. McCoy in his Columbus talk emphasized the value of Blue Goose life insurance, the Blue Goose relief fund and advocated more formal initiations. A response to his talk was given by Allen Guy, manager of the Columbus office of the Western Adjustment.

Cuyahoga Underwriters Formed

The Cuyahoga Underwriters Agency has been incorporated by Guy Colard, James M. Bateman and Carl B. Addams. It will represent the Security Mutual Life, Bankers' Reserve Life, and several casualty companies and will specialize in aviation insurance. Offices are at 809 Leader building, Cleveland.

New Cleveland Agency

M. A. and Aaron Frank have opened a new agency in the Guardian building, known as Frank Brothers Insurance Agency. M. A. Frank was for several years in charge of claims for the Maryland Casualty's Cleveland branch. The agency is a member of the Cleveland Board.

Guy Speaks at Barnesville

The Fire Prevention Association of Ohio and state fire marshals conducted an inspection this week at Barnesville. Allen C. Guy, Columbus manager of the Western Adjustment, was the speaker at the luncheon. He said the term "fire prevention" does not nearly cover the mission in which the associations engaged and that its task is better expressed in the terms of the "conservation of human life and property by the prevention of fires."

He emphasized the menace of the arsonist and said 27 states, including Ohio, have adopted the "model arson

law," which will make it easier to convict these criminals.

Insurance Service Expands Field

The Town & Village Insurance Service, Columbus, O., has moved into new offices at 135 East Gay street. The company operates in the automobile insurance field exclusively, but is now planning, through contracts with the Western & Southern Life and the American Liability & Surety, to develop other lines of insurance. It now is serving clients in Ohio, Pennsylvania and West Virginia and is considering entering Michigan, Indiana, Illinois, Kentucky and Missouri.

Takes Up Norske-Lloyd Case

Superintendent C. S. Younger of Ohio has been in New York this week, taking depositions from New York insurance department officials and officials of the Norske-Lloyd, which is seeking to take down its \$100,000 deposit in Ohio. The company says it has quit writing business in Ohio, but there are several claims against it which Judge Younger

wishes to straighten out before the deposit is returned.

Ohio Notes

The A. F. Goldenbargen Company has taken on the Monarch Fire.

Neale-Phypers, Inc., and Morris W. Kline Co. have taken on the Fidelity & Guaranty Fire in Cleveland.

Thomas Hites, field superintendent for the Bankers & Shippers of New York, has moved his office from Columbus to the Engineers building, Cleveland.

A. E. Bulau, state agent of the Southern, is in Washington, D. C., to submit his report on Inter-Chamber Fire Waste Contest activities in Ohio to the National Fire Waste Council.

R. L. Tanner, secretary of the New York Underwriters, was on a trip through the middle western states last week. He spent the last two days of the week in Ohio.

The Dean Insurance Agency company, Cleveland, has changed its name to the Kyle Agency. Eva E. Kyle, C. E. Kyle and Edwin R. Kyle bought out W. J. Geiger, Shirley Dean and Esther G. Wilcox.

CENTRAL WESTERN STATES

FT. WAYNE AGENCIES MERGE

M. J. Blitz and O'Keeffe & Co. Join Forces and Thus Add to Their Momentum

The M. J. Blitz Agency and O'Keeffe & Co., both old and prominent agencies in Fort Wayne, Ind., have merged under the corporate name Blitz & O'Keeffe, Inc., and will occupy 1005-6-7 First & Tri-State building in that city.

The Blitz Agency was organized by its present owner, Max Blitz, almost 40 years ago. It has represented the Preferred Accident for 35 years, and has grown to one of the largest agencies in his section. Mr. Blitz is a director and one of the few original organizers of the Lincoln National Life. He is a director of the Citizens Trust Company. He served for three years as president of the Fort Wayne Insurance Club.

The O'Keeffe Agency was organized 32 years ago by William Leedy and was known as Leedy & O'Keeffe until his death several years ago. It has represented the Employers Liability for 25 years. D. J. O'Keeffe is a director of the Fort Wayne chamber of commerce and other local organizations and has been president of the Fort Wayne Insurance Club; president Indiana Association of Insurance Agents and vice-president of the National Association of Insurance Agents. This combination creates one of the largest agencies in northern Indiana.

NEW BUREAU FIELD CLUB LAUNCHED IN MICHIGAN

At the first meeting and dinner of the Michigan Field Club of the Western Insurance Bureau the following officers were elected: D. B. Gamble, Milwaukee Mechanics, president; H. W. Wood, Dubuque Fire & Marine, vice-president; E. V. Rawlings, Monarch Fire, secretary-treasurer.

The meeting was well attended and was marked by enthusiasm and harmony. A tentative draft of a constitution and by-laws was discussed and will be submitted for approval at the next meeting. Meetings are to be held the second Tuesday of each month in various parts of the state, the place for the next meeting to be decided each month.

LAW TO PROFIT COMPANIES

Agency Classification Statute Will Save Expense of Dead and Retired Agents, Swain Says

Zell Swain, deputy insurance commissioner, says the new agency classification law, as one of its by-products, is going to save the companies money. One large fire company sent in a list of agents to be licensed on which the first named agent has been dead for five years while about a dozen more are no longer in the business or have not been representing this particular company for several years. These facts came out through the checking of agency requisitions against the records of agents who have been licensed by the department. The companies, Mr. Swain says, will at least be saved the expense of paying for dead men and on others no longer in the business.

Applications by agents for licenses and applications by companies for licenses to agents since the first of the year have literally swamped the department.

To Open Bloomington Office

The Western Adjustment will open an office at Bloomington, Ill., in charge of F. W. Letts, resident adjuster, under supervision of Peoria branch. Mr. Letts is a graduate of the Chicago office, where he commenced work in the fall of 1923. He is well and favorably known to the insurance fraternity of Illinois, having spent the last five years at Peoria branch.

Illinois Field Club Meets

The Illinois Field Club held its monthly meeting at Springfield, Ill. There was a splendid attendance. The meeting was in charge of President Frank J. Breen. W. E. Jowen, the newly appointed state agent for the Monarch Fire was admitted to membership.

Arrest Theater Bombers

LANSING, MICH., March 26.—A series of theater bombings in Grand Rapids and Muskegon which resulted in considerable property damage and had created an uncertainty as to the status of theaters as exposition risks throughout the state are believed to have been brought to an end through the arrest here of Frank Chamberlain and Roe Lawton, both former motion picture op-

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

LOYALTY GROUP JANUARY 1, 1929, STATEMENTS

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President
ORGANIZED 1855

JOHN KAY, Vice-Pres't and Treas.
ARCHIBALD KEMP, 2d Vice-President

FIREMEN'S INSURANCE COMPANY

OF NEWARK, N. J.

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$63,349,645.94*	\$19,562,549.89	\$16,000,000.00*	\$27,787,095.95*	\$43,787,095.95*
HENRY M. GRATZ, President JOHN KAY, Vice-Pres't		WELLS T. BASSETT, Vice-Pres't ORGANIZED 1853		NEAL BASSETT, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't

THE GIRARD F. & M. INSURANCE CO.

OF PHILADELPHIA, PA.

\$ 6,036,606.06	\$ 2,834,467.72	\$ 1,000,000.00	\$ 2,202,138.34	\$ 3,202,138.34
NEAL BASSETT, President A. H. HASSINGER, Vice-Pres't		WELLS T. BASSETT, Vice-Pres't ORGANIZED 1854		JOHN KAY, Vice-Pres't and Treas. ARCHIBALD KEMP, 2d Vice-Pres't

THE MECHANICS INSURANCE CO.

OF PHILADELPHIA, PA.

\$ 4,881,357.40	\$ 2,770,413.44	\$ 600,000.00	\$ 1,510,943.96	\$ 2,110,943.96
NEAL BASSETT, President A. H. HASSINGER, Vice-Pres't		WELLS T. BASSETT, Vice-Pres't ORGANIZED 1866		JOHN KAY, Vice-Pres't and Treasurer ARCHIBALD KEMP, 2d Vice-Pres't

NATIONAL-BEN FRANKLIN FIRE INS. CO.

OF PITTSBURGH, PA.

\$ 5,021,040.43	\$ 2,502,743.59	\$ 1,000,000.00	\$ 1,518,296.84	\$ 2,518,296.84
A. H. TRIMBLE, President JOHN KAY, Vice-Pres't		WELLS T. BASSETT, Vice-Pres't ORGANIZED 1871		NEAL BASSETT, Vice-Pres't ARCHIBALD KEMP, 2d Vice-Pres't

SUPERIOR FIRE INSURANCE CO.

OF PITTSBURGH, PA.

\$ 4,837,239.59	\$ 2,492,228.84	\$ 1,000,000.00	\$ 1,345,010.75	\$ 2,345,010.75
W. E. WOLLAEGER, President A. H. HASSINGER, Vice-Pres't		NEAL BASSETT, Chairman of Board WELLS T. BASSETT, Vice-Pres't ORGANIZED 1870		JOHN KAY, Vice-Pres. ARCHIBALD KEMP, 2d Vice-Pres't

CONCORDIA FIRE INSURANCE CO.

OF MILWAUKEE, WIS.

\$ 5,359,804.52	\$ 2,486,092.08	\$ 1,000,000.00	\$ 1,873,712.44	\$ 2,873,712.44
CHARLES L. JACKMAN, President JOHN KAY, Vice-Pres't		WELLS T. BASSETT, Vice-Pres't ORGANIZED 1886		NEAL BASSETT, Vice-President ARCHIBALD KEMP, 2d Vice-Pres't

CAPITAL FIRE INSURANCE CO.

OF CONCORD, N. H.

\$ 666,598.88	\$ 196.08	\$ 300,000.00	\$ 366,402.80	\$ 666,402.80
CHARLES L. JACKMAN, President		ORGANIZED 1905		M. R. JACKMAN, Vice-President

UNDERWRITERS FIRE INSURANCE CO.

OF CONCORD, N. H.

\$ 175,689.24	\$ 000.00	\$ 100,000.00	\$ 75,689.24	\$ 175,689.24
CHAS. H. YUNKER, President A. H. HASSINGER, Vice-Pres't		NEAL BASSETT, Chairman of Board WELLS T. BASSETT, Vice-Pres't ORGANIZED 1852		JOHN KAY, Vice-Pres't ARCHIBALD KEMP, 2d Vice-Pres't

MILWAUKEE MECHANICS INSURANCE CO.

OF MILWAUKEE, WIS.

\$12,792,945.35	\$ 7,243,098.89	\$ 2,000,000.00	\$ 3,549,846.46	\$ 5,549,846.46
J. SCOFIELD ROWE, President J. C. HEYER, Vice-Pres't JOHN KAY, Vice-Pres't		NEAL BASSETT, Chairman of Board E. J. DONEGAN, Vice-Pres't and Gen'l Counsel EARL R. HUNT, Vice-Pres't W. M. P. STANTON, Vice-Pres't ORGANIZED 1874		S. WM. BURTON, Vice-Pres't S. K. McCLURE, Vice-Pres't E. G. POTTER, 2nd Vice-Pres't WELLS T. BASSETT, Vice-Pres't

METROPOLITAN CASUALTY INSURANCE CO.

OF NEW YORK, N. Y.

\$15,452,308.70	\$10,173,698.43	\$ 1,500,000.00	\$ 3,778,610.27	\$ 5,278,610.27
C. W. FEIGENSPAN, President WINTON C. GARRISON, Vice-Pres't and Treasurer		ORGANIZED 1909		W. VAN WINKLE, Vice-Pres't and Gen. Mgr. E. C. FEIGENSPAN, Vice-Pres't

COMMERCIAL CASUALTY INSURANCE CO.

OF NEWARK, N. J.

\$14,975,568.30	\$ 9,975,568.30	\$ 2,500,000.00	\$ 2,500,000.00	\$ 5,000,000.00
-----------------	-----------------	-----------------	-----------------	-----------------

TOTAL OF ASSETS
\$133,548,804.31**

TOTAL OF LIABILITIES
\$60,041,057.26

TOTAL NET PREMIUMS
\$50,467,137.06

WESTERN DEPARTMENT

844 Rush Street

Chicago, Illinois

H. A. CLARK, Manager

H. R. M. SMITH

JAMES SMITH FRED W. SULLIVAN
Assistant Managers

EASTERN DEPARTMENT

10 Park Place

Newark, New Jersey

CANADIAN DEPARTMENT

461-467 Bay Street

Toronto, Canada

MASSIE & RENWICK, Limited,
Managers

PACIFIC DEPARTMENT

60 Sansome Street

San Francisco, California

W. W. & E. G. POTTER,
Managers

JOHN R. COONEY
Assistant Manager

*As of April 6, 1929. **Includes stock holdings in other insurance companies on capital and surplus basis.

"AT HOME"

It's a feeling that we are trying to hold foremost in our contacts with our agents.

DID YOU EVER KNOW

That a Company could be human to the extent of considering every agent as a personality, and doing everything possible to make him feel "at home."

THE SECURITY FIRE HOLDS IT THEIR DUTY TO KNOW THEIR AGENTS

We have a field man in your state "anxious to Know You and Serve YOU."

Illinois
Indiana
Iowa
Michigan

Small	ENOUGH	To Know You
Strong		To Protect You
Old		To Serve You

Ohio
Pennsylvania
Wisconsin

ASSETS

1919.....	\$ 955,247.71
1920.....	1,085,861.85
1921.....	1,145,225.98
1922.....	1,178,100.24
1923.....	1,274,933.70
1924.....	1,290,004.85
1925.....	1,481,724.73
1926.....	1,509,068.94
1927.....	1,588,927.26

Surplus to Policyholders
\$290,750.47
300,653.99
350,888.71
412,192.76
493,216.00
518,108.58
601,820.30
640,548.34
701,429.94

1928 - - \$2,068,162.51 - \$1,060,961.97
Forty-Sixth Annual Statement

We will tell you more about this Company—or our field man will call if you will tell us you want to feel "at home."

**SECURITY FIRE
INSURANCE CO.**
of Davenport, Iowa

erators. The two men admitted having caused the Grand Rapids blast but denied implication in the other explosions, although admitting knowledge of them, and said they were the result of disagreements between the operators and theater managers.

Consider New Plan at South Bend

The board of county commissioners at South Bend, Ind., has under advisement a new plan of maintaining insurance on public buildings whereby one agency would write all the business, but the commissions would be distributed in equal shares to all other agencies in the county eligible to write policies for that political unit.

Charles Carlisle of Ginz & Carlisle appeared before the board and outlined the plan. In making a check on the policies now being held on public buildings, the county officials found they were dealing with more than 100 different firms or persons. It is the general idea to eliminate dealing with so many agencies.

Rogers at Lincoln, Ill.

Harry K. (Smoky) Rogers, engineer of the fire prevention department of the Western Actuarial Bureau, will put on his "fire clown" act before the first six grades of the elementary schools of Lincoln, Ill. In the afternoon he will address the high school student body and the seventh and eighth grades of the public schools. The Rotary and Kiwanis Clubs will observe ladies night, at which Mr. Rogers will be the principal speaker.

Ashby Addresses Muncie Board

William T. Ashby of New York, production manager of the Globe Indemnity, addressed the members, wives and office employees of the Muncie, Ind., Insurance Association on "Making Automobile and

Workmen's Compensation Rates." He explained in detail how rates are made and also how they can be reduced.

Used Zinc Solution

At the fire which caused \$15,000 loss to the Indiana Tie Company of Jopka, Ill., the water gave out. The zinc solution used by the company in treating its creosoted railroad ties was used being piped from its tanks to the reservoir and there forced on the fire. This succeeded in extinguishing the blaze.

Michigan Notes

Two agency organizations which also have powers to handle real estate filed incorporation papers with the secretary of state during the past week. They are the Kelly-Duffalo Corporation and the Keysline Underwriters, both of Detroit.

Harold Phillips, public adjuster, accused of arson in connection with the burning Jan. 13 of the Nolet packing plant at Bay City, Mich., was acquitted. Archie Nolet, manager of the packing company, was convicted a few weeks ago of arson in connection with the same fire.

Indiana Notes

Articles of incorporation have been filed by Houston & Nagel, Clinton, Ind. The directors are Oliver F. Houston, Blanche Houston, George W. Nagel, Lulu M. Nagel and Freida B. Wilson.

Illinois Notes

John Franklin Cox, 76, for half a century in the insurance business at Mattoon, Ill., died there after a brief illness.

The affairs of the Chili Township Mutual Fire of Bowen, Ill., have been turned over to the attorney general for liquidation.

At Normal, Ill., Russell R. Armstrong, who has been connected with the First National Bank there, has purchased the Goodwin agency.

STATES OF THE NORTHWEST

SUPERIOR AGENTS PLAN DRIVE

Survey Discloses Most of Them Patronize Retail Merchants or Seek Return of Courtesy

SUPERIOR, WIS., March 26.—About 75 percent of the questionnaires sent to Superior agents in a survey sponsored by the Superior Board to determine buying habits of families supported by insurance, have been returned. President F. R. Crumpton of the board states that answers indicate practically all insurance men are patronizing local merchants and manufacturers. The Superior agents have instituted a vigorous "trade at home" policy, following a discussion with the board on the subject of outside insurance written for many local merchants and manufacturers.

The Superior agents soon will start a survey of all kinds of insurance written by local agents for merchants, and also insurance written for them by outside companies or agents, in order to ascertain the extent of business done by trade mutuals. Upon completion of the survey, the data secured will be used in an aggressive campaign to induce Superior people to have their insurance written by local agents here.

NECKERMANN AGENCY LINEUP

Well Known Madison, Wis., Office Will Represent Western Underwriters Association Companies

The Neckerman Agency at Madison, Wis., is resigning the representation of the Western Insurance Bureau and non-affiliated companies including the Eureka Security Fire & Marine, Republic Fire of Pittsburgh and Lumbermen's. It is retaining the Peoples National of New York and U. S. Merchants & Shippers. It is adding to its fleet as state agents, the Imperial Assurance, Albany, Georgia

Home and British America, all members of the Western Underwriters Association. R. J. Neckerman is president, Louis G. Brechler, vice-president, Robert M. Parr, secretary, and Sidney H. Stuart, treasurer of the agency.

MID-WINTER MEETING OF MINNESOTA BLUE GOOSE

MINNEAPOLIS, March 26.—The mid-winter meeting of the Minnesota Blue Goose was attended by 120 ganders and 19 goslings were initiated. Most Loyal Grand Gander D. L. McCoy was in attendance, speaking particularly on group life insurance.

Most Loyal Grand Gander McCoy likewise, on behalf of the officers and members of the Minnesota pond, presented past most loyal gander buttons to F. C. Sammis, L. L. Law, E. C. Bowe and T. G. Linnell. The initiation ceremony was in charge of Gander Bedford. There was some discussion as to the time and place of the annual meeting, which will be held in June and will be announced later.

N. E. Kleckner, general sales manager, General Electric Refrigerating Company, addressed the Blue Goose, at its luncheon Monday.

Call Electrical Code Hearing

MILWAUKEE, March 26.—The advisory committee on the Wisconsin state electrical code will hold a public hearing at the state capitol in Madison March 28. There have been many changes in methods of construction, application of electrical energy, and in materials, and also, in view of the fact that the code issued by the Bureau of Standards has been revised and the code sponsored by the National Fire Protection Association has been changed this year, it has been found necessary to make an extensive revision of the Wisconsin code.

North Dakota Inspections

Two town inspections are scheduled for next week by the North Dakota State Fire Prevention Association. At

the invitation of the local Lions Club, Ellendale will be inspected Wednesday, followed by a public meeting at a dinner in the evening, under the auspices of the Lions Club. Edgely will be inspected Thursday, at the invitation of the local Lions Club, which will sponsor a luncheon meeting at noon. In both towns an essay contest for the pupils of the sixth to eighth grades, inclusive, of the public schools will be conducted.

Wisconsin Notes

Otto H. Gaedke, president of the Gaedke-Miller Agency, Milwaukee, and Mrs. Gaedke have returned from a month's vacation in Florida and Havana. At the Wisconsin Blue Goose luncheon

in Milwaukee Monday, E. J. Hardin of the Retail Credit spoke on the relation of the work of his company to the insurance business.

Articles of incorporation have been filed for the Moore & Moore Insurance Agency, Green Bay, Wis., with Helen Heisdorf of West De Pere, Joseph Moore and Anna Moore, Green Bay, as incorporators, and the Wisconsin General Agency Corporation of Madison filed articles of incorporation. Incorporators, P. Slette-land, E. N. Cannon and E. R. Lindholm.

Northwest Notes

O. A. Bolser, Fargo, owner of the Bolser Insurance Agency, has announced his candidacy for register of deeds of Cass county.

Damage estimated at \$175,000 was caused to the Van Paper Supply Co., St. Paul, by fire Monday afternoon. Damage to stock was estimated at \$150,000 and \$25,000 to building.

IN THE MISSOURI VALLEY

IOWA LOSSES SHOW INCREASE

Preliminary Figures from State Fire Marshal's Report Put 1929 Total at \$6,776,473

DES MOINES, March 26.—Advance figures from the annual report of J. W. Strohm, state fire marshal, show Iowa's 1929 losses aggregated \$6,776,473, an increase of \$634,951 over 1928. Des Moines shows the greatest fire loss of the year, \$780,388. The greatest loss in any one fire was at Burlington when the basket factory was burned June 10, with an estimated damage of \$245,000.

Incendiary fires in 1929 numbered 42, four less than in 1928, and losses from such fires dropped to \$49,339, compared with \$96,641 in 1928. Twenty-three persons were charged with arson last year, of whom ten confessed. Seven of these were sent to the penitentiary and three were paroled. Of the other 13 persons, seven were convicted and paroled, five were acquitted and four have not been settled.

Losses on farm dwellings dropped last year to \$1,062,640, as compared with \$1,355,609 in 1928, while town dwellings suffered damage of \$1,049,025 last year compared with \$907,069 in 1928.

BALDWIN CHOSEN AS HEAD OF NEBRASKA BLUE GOOSE

The winter splash of the Nebraska Blue Goose was held at Lincoln, with Gus M. Wise, past most loyal grand gander, and Frank L. Swanson, past most loyal gander, in charge of arrangements. Most Loyal Grand Gander David L. McCoy was present and made the principal address. Commissioner Dort, who was a candidate for initiation, also spoke.

These officers were elected to serve from June on: Most loyal gander, R.

H. Baldwin, National Liberty; supervisor, Fred C. Wolf, New York Underwriters; custodian, L. C. Thoelecke, National Security; keeper, George B. Campbell, American Central; welder, L. H. Bridges, Home of New York, re-elected.

A luncheon was given at noon, which all local agents attended, and the banquet in the evening, with 66 in attendance, followed by a dance given by the local agents, their wives and office assistants.

Justifies Laundry Agency

Laundries may operate an insurance brokerage office which they own and have organized to place insurance on their plants, it is ruled in an opinion approved by the Missouri attorney general. Laundry owners have the right to become stockholders of a brokerage company, and as such are entitled to share its profits, the opinion holds. It is said there is no distinction between this and the case of an insurance policyholder who is also stockholder of the company which insures him. When he receives a dividend on his stock, the opinion says, the policyholder is not obtaining a premium rebate but merely a profit on his investment. The case over which the question arose is that of the Laundry Brokerage Company of Kansas City, Mo., whose stockholders are 12 laundries there. It was ruled that the concern was not in violation of section 6278 revised statutes of 1919, prohibiting rebate by insurers or agents.

St. Joseph's Loss Record

According to the annual report of the St. Joseph (Mo.) fire prevention bureau (including the St. Joseph fire department), as submitted by Joseph McBeth, in charge of that bureau, the per capita fire loss last year was \$2.57, a falling off from the previous year. The loss in 1929 amounted to \$218,361. Of the 1,038 fires, 397 were in frame and 282 in brick structures. All but four of the fires were confined to the buildings in which they originated. During Fire Prevention Week 10,000 home inspection

blanks were distributed by the firemen to the children of the schools.

Kansas Blue Goose Meets

William Devendorf presided at the Kansas Blue Goose luncheon in Topeka Monday. A report was made by Secretary Helmkamp of the fire prevention association on the Chanute inspection. Carl W. Moore, independent adjuster, Topeka, will talk at the luncheon next Monday relative to the mortgage clause. Byron R. Ward, Law Union & Rock, was appointed chairman for next week.

Protest Omaha Self-Insurance

OMAHA, March 26.—Frank T. B. Martin of Martin Bros. & Co. headed a group of insurance men who protested to the board of education against its becoming a self-insurer. The board is considering a plan to use its general fund for self insurance, which amounts to about \$500,000.

Harry A. Koch, local agent, pointed out that no one company would carry the entire fire risk on Omaha schools and the board certainly could not do so.

Rockwood Heads Sioux City Bureau

SIoux CITY, IA., March 26.—George Rockwood, manager of the Sioux City branch of the Prudential, has been elected chairman of the insurance bureau of the chamber of commerce to succeed Harry Pratt of the Grandy-Pratt Company. J. Watt Wooldridge of the Wooldridge Insurance Agency was named secretary.

Takes Up Aviation Adjustments

KANSAS CITY, MO., March 26.—A. B. Harris, adjuster, has gone into adjusting air losses and will develop the aviation field. Formerly handling only fire losses, the Harris office recently added a service for handling casualty claims. The casualty department has been placed in charge of J. M. Gilpatrick, attorney.

Set Kansas Cleanup Week

TOPEKA, KAN., March 26.—The annual Kansas "Cleanup Week" has been set for April 6-12. This state was the first to adopt the annual cleanup program and it has been quite a successful campaign in the state for 15 years. The state fire marshal has just sent out general notices and the governor is expected to issue a proclamation urging its observance.

But One Fee Allowed

DES MOINES, March 26.—Attorney-General Fletcher of Iowa rules in an opinion to the state fire marshal that if a fire breaks out in one building and spreads to another the only fee paid to fire chiefs, mayors or township clerks should be the 50 cents provided for reporting a single fire. He also holds that if a property owner collects insurance on a building that has burned after being assessed for taxation, he is safe from taxation on the insurance as moneys and credits for that year.

Missouri Notes

Joseph F. Hickey, president; Lester E. Bright, vice-president, and J. W. Rodger, manager of the Fire Underwriters Asso-

ciation of St. Louis, have returned from the National association meeting at Charlotte, N. C.

The Plister Insurance Agency of Kansas City will move from the Fidelity National Bank building, where it has been since it was founded in 1907, to the new Waltham building, Ninth and Walnut streets, as soon as that building is completed.

Henry B. Shea, president of Sh-a & McCord; Morton T. Jones of R. B. Jones & Sons and Finton H. Jones, are among the Kansas City insurance men who will make the trade extension tour of territory between Kansas City and Port Arthur, Tex.

Kansas Notes

The Kansas Fire Underwriters Association will meet April 1 in Topeka.

H. J. Helmkamp, secretary of the Kansas State Fire Prevention Association, has reported that 10 field men have reported on school-house inspections, showing a total of 67 schools inspected.

Iowa Notes

Following the recent inspection of Story City, Ia., fire insurance rates there have been materially reduced. The city has purchased a new fire truck.

Mrs. Genevieve Phillips, wife of Guy D. Phillips, manager for the Underwriters Adjusting at Davenport, Ia., died last week from pneumonia.

The agency established nearly 50 years ago by J. H. Stubenrach at Pella, Ia., and conducted for 20 years by his son, F. H., has been transferred to Lantenbach Brothers.

News of States in the Southwest

DESCRIPTION HELD BINDING

Agent Inspects Automobile—Company Claims Policy Is Void Because Car Is Sedan

The description of an automobile in a fire policy was held binding on the company where the local agent had inspected automobile prior to writing insurance, in Home vs. Whitchurch, supreme court of Oklahoma, 281 Pacific, 2342. The Home issued a fire policy covering an automobile after its local agent had examined the car and in writing up the policy described it as a coupe.

Following a loss, when the insured filed his proofs they showed that the car was a sedan instead of a coupe. The company denied liability and among other things, set up the misdescription of the property covered by the policy as a ground for voiding liability. Insured filed suit and recovered judgment in the lower court. On appeal the higher court in affirming this judgment, said:

"Where the owner of an automobile

TRANS-NATIONAL

Aggressive

DALLAS

FIRE INSURANCE COMPANY

applies for fire insurance and the agent of the insurance company examined and satisfied himself as to the value, style, and condition of the automobile, and thereupon after ascertaining such facts prepared the policy of insurance, if, in an action to recover on such policy, it appears that there is a misdescription in the type or style of the automobile, this variance is not available as a defense."

Gets Three More Companies

W. Lyle Dickey, president of the American Agency Company at Tulsa, Okla., has completed general agency contracts with the Franklin National of New York, Michigan Fire & Marine and the Homestead of Baltimore for Oklahoma. With this acquisition to its present fleet of companies it will practically double the underwriting capacity of the office. Mr. Dickey is one of the very capable underwriters of his section.

Warning of Spring Tornadoes

In view of probable spring tornadoes, the Arkansas Fire Prevention Bureau advises residents of that state to remove all possible fire hazards from their premises. "Tornadoes, of course," the bureau states, "can not be prevented, but we can take care of the fire hazards involved and thus far reduce the chances of serious fatalities from burning in connection with the havoc wrought by the tornado."

Gasoline storage tanks should be protected, preferably being installed underground. No kerosene or gasoline lamps or fires in stoves should be left burning while the owners are asleep. These are serious hazards in case of a blow.

Texas Insurance Bills Fail

AUSTIN, TEX., March 26.—None of the ten insurance bills introduced in the fifth called session of the Texas legislature, which adjourned March 20, was enacted into law. They included bills to provide workmen's compensation for employees of the state highway department, requiring all school districts to insure buildings against fire, hail, windstorm and tornado; requirement for motion picture theaters to install automatic equipment to prevent film fires; regulating mutual marriage aid associations and better defining fraternal benefit societies.

Linseed, Cotton Seed Rates Reduced

OKLAHOMA CITY, March 26.—Reduction of 25 percent in insurance rates for Class B products stored in steel or concrete tanks is announced by C. T. Ingalls, manager of the Oklahoma Inspection Bureau. This means a decrease from 40 to 30 cents, and refers specially to linseed and cotton seed, Mr. Ingalls explained.

Seek Limit on Sub-Agencies

OKLAHOMA CITY, March 26.—All field men and general agents approached on the subject have practically agreed to limit sub-agency appointments in Oklahoma City, according to M. B. Breeding, chairman of a committee appointed by the Oklahoma City local board to confer

with them on this point. The movement to cut down the wholesale appointment of sub-agencies has been one of the main activities of the local board the past few months. It is to be taken up with a committee representing the field men's club, which Stanley R. Bruce, president, says will be appointed immediately. The local board committee included Mr. Breeding, F. Wylie Ball and H. T. Moran of the Frates Company.

Grass Fires in Arkansas

Grass fires caused \$200,000 property damage in Arkansas in February, according to the information of the Arkansas Fire Prevention Bureau. Accordingly the bureau suggests that grass and weeds should be hauled away when green and that grass fires should never be started unless there is no risk involved. This warning was issued in view of the fact that March is usually a bad month for grass fires.

Oklahoma Notes

H. A. Miller of Chicago, assistant western manager of the North America, spent several days in Oklahoma City.

Superintendent of Agents John Rygel of the Hanover Fire in the western department is making a trip through Oklahoma.

C. R. O'Neal, Oklahoma fire marshal, left the latter part of the week for Nashville, Tenn., where he attended the state meeting of the arson squads of Tennessee.

Practically all of the \$750,000 bond issue recently voted in Lawton, Okla., will be used in fire protection, \$600,000 for water system and extensions, and \$100,000 for a new fire station and equipment.

G. R. Poole of Chicago, general agent of the farm department of the Commercial Union, is spending two weeks in Oklahoma visiting the company's farm agents in company with Howard Pate, state agent, and T. J. Hayes, special agent.

IN THE SOUTHERN STATES

GIVE INSURANCE INSTRUCTION

Interest in Various Courses Offered by University of Florida Is Steadily Increasing

GAINESVILLE, FLA., March 26.—In the fall of 1928 the college of commerce and journalism at the University of Florida established the chair of insurance, largely through the efforts of the Florida Local Underwriters Association, working in conjunction with Dean Walter J. Matherly of the university.

Dr. C. P. Wassam was brought from the University of Iowa, where he had served for 20 years as assistant professor of insurance, to take charge of the insurance work. However, due to ill health, Dr. Wassam was forced to resign Jan. 1, 1929, and his place was taken by Howard Dykman, who has handled the work since that time.

Three Courses Offered

Three one-semester courses are offered, one in life insurance, one in property insurance, and one in bond, title and casualty insurance. Enrollment in these courses has shown a very satisfactory increase. In the college year of 1928-9, seven students were enrolled in the life insurance course, 13 in the property insurance course and 15 in the casualty course. In the year 1929-30 12 were enrolled in the life insurance course, 18 in the property insurance course and 20 in the casualty course. These courses are entirely elective and are only taken by those students who are genuinely interested in insurance.

The department plans to give the student an adequate and complete knowledge, so far as possible, of the principles and practices in the insurance business.

The various courses cover types of policies, interpretations of the provisions, endorsements that may be attached to the policy, methods of determination of rates, organization and control of the business, agency and brokerage systems, and the outstanding legal aspects of insurance.

Next year a social insurance course will be added. Professor Dykman expects to spend the summer in Europe studying social insurance, particularly in Germany and England.

LOUISIANA PREMIUMS OFF

General Agents and Field Men in New Orleans Report on Conditions—Collections Slow

NEW ORLEANS, March 26.—It is the consensus among a number of field men and general agents here that fire premiums as a whole are not holding up in 1930, although several companies have averted a decline. A few estimated that premiums are off about 10 percent.

There is a general reduction of fire coverage on stocks of merchandise and other commodities, due, according to W. S. Leake of the Travelers Fire, who is president of the local field men's organization, in large measure to reduction in values and in some measure to general depression in business.

Although some saw no hope for immediate improvements, John X. Wegman, president of the Lafayette Fire, professed to see some hope in New Orleans in the efforts of city officials to carry through municipal construction projects and the investigation of the unemployment situation.

Losses for the first two months were

pronounced excessive by various field men. However, several saw hope for improvement in the future due to closer inspections and a check up on values.

Opinions on the collection situation varied. Some declared the situation very bad; others said it had been affected to a considerable extent and some merely stated that collections are more difficult than at this time last year. The new field men's organization, the Fire Underwriters Association of Louisiana has made no definite plans as yet for improving collections.

KNOXVILLE HAS HEAVY LOSS

City's Good Record Is Knocked Into a Cocked Hat by Big Fire of Thursday

The big fire at Knoxville Thursday will put a dent in its record. The fire took part of the block bounded by Union and West Clinch avenues, Walnut and Market streets. Gas explosion is given as the cause of the fire, a series coming at 2 a. m., March 20. It is stated that gas escaped in the basement of Badich's Shoe Shop, 406 Union avenue. The concerns involved in the loss are the Seaboard Law & Loan Corporation, Schriever Bros. Clothing Store, Dunlap Luggage Shop, Gilmore the Tailor, Singer Sewing Machine Company, Daniel Brisco's office, Gill Grocery, A&P Grocery, Blant & Bowman Clothing Co. and the National and Mynatt buildings. These all face on Market street. On Union avenue, Badich Shoe Shop, Melcher's Barber Supply Company, Marinello Beauty Shop, Frazier's Barber Shop, Semones-Hunt Barber Supply Company and the Western Union office are somewhat damaged. The loss is put at about \$350,000.

NATIONAL BOARD REPORTS ON DANVILLE, VA., HAZARDS

Engineers of the National Board report a gross loss for the five years ending in 1928 in Danville, Va., of \$528,547, this being an average loss per fire of \$831. The loss per capita was \$4.60 while the average number of fires per year, per 1,000 population, was \$5.53.

The water supply works in Danville were declared to be adequate and in good condition. An undermanned but fairly well equipped fire department was found and the fire alarm system is adequate.

Serious spreading fires are feared in the mercantile section of the congested district because of certain hazardous occupancies, narrow streets and fire-resistively weak construction. There is extensive sprinkler protection in the wholesale and tobacco warehouse section. Most of the cotton mills and tobacco

Hanover Progress Continues

	Capital	Policyholders' Surplus	Assets
1929 (Jan. 1)	\$3,000,000	\$13,021,458	\$19,059,610
1930 (Jan. 1)	4,000,000	16,802,949	23,703,714
Premiums Written			
1928, \$4,958,905	1929, \$5,769,471	Increase, \$810,566	

\$4,000,000 CAPITAL

\$16,802,949 POLICYHOLDERS' SURPLUS

\$23,703,714 ASSETS

The HANOVER FIRE INSURANCE COMPANY of New York Charles W. Higley, Pres.

warehouses outside of the district have good fire protection.

PRELIMINARY PROGRAM OF FLORIDA MEETING GIVEN

The program committee for the annual convention Florida Local Underwriters Association at St. Petersburg, April 24-25, announces that the convention will be held at the Huntington Hotel. Arthur R. Thompson, mayor of St. Petersburg, will give the address of welcome. Percy H. Goodwin, chairman of the executive committee of the National Association of Insurance Agents, will represent the National association. William Quaid, executive vice-president of the Southern Fire, will talk on "Salesmanship of Insurance." W. V. Knott, state treasurer and insurance commissioner, and Prof. Howard Dykman of the college of commerce, University of Florida, will also speak. It is expected that announcements of the complete program will be made in a week or ten days.

Protest Against Claims

NEW ORLEANS, March 26.—In a resolution passed at a recent general meeting the New Orleans Insurance Exchange registered its opposition to the chain stores, contending that they are detrimental to the welfare of many long established locally owned and managed retail stores. The resolution set forth that the exchange would induce its members and the agency employees to give preference in their patronage to the independent merchants of the city and state.

Temporary Roof Catches Fire

LOUISVILLE, March 26.—The burning of a temporary wood and tar roof of the new Breslin office building here last week, resulting in \$50,000 damage, again calls attention to the hazard on buildings under construction. Six stories of the building were completed two years ago and it was planned to build an additional six stories later on, so a temporary roof was erected on the floor of the seventh story to be. The rest of the building was of fireproof construction. The firemen were handicapped in fighting the blaze because the standpipe threads were not standard and could not be used, thus necessitating the use of ladders.

Nonassessable Clause Binding

TALLAHASSEE, March 26.—Answering a question from the insurance commissioner, Attorney-General Fred H. Davis of Florida has ruled that when a reciprocal policy has a provision against the assessment of members, such nonassessable provision is binding. He refers to the Texas decisions holding members liable as partners so far as third persons are concerned, but points out that under the Florida law the reciprocal policy and power of attorney must be filed with the insurance department and hence the public is put on notice as to the terms of the contract. He expressly limits his opinion to reciprocals organized under the Florida law.

Plan Florida Fire College

The first Florida fire college will be held at Daytona Beach May 7-8. This is a short course in firemanship sponsored by the Florida State Firemen's Association, the Florida League of Municipalities, United States Chamber of Commerce and associated fire departments of south Florida.

Subjects to be taught at the college and the instructors are: Building construction and codes, building inspections, H. D. Cotter; chemistry of fires, H. K. Brown; electrical hazards, T. P. Branch; fire alarm systems, George P. Allen and Hal Cummings; fire truck construction and maintenance, J. O. Eaves; drill evolutions, Sherwood Brockwell; salvage, D. W. Brosnan; arson control, Edw. S. Davies.

Arson Convictions Reversed

FRANKFORT, KY., March 26.—Although it was the purpose and intention of the legislature in this state for many sessions to include in the offense

of arson the act of one burning his or her property, the court of appeals of Kentucky in deciding the case of Schwartz vs. Commonwealth, from Daviess county, has decided that such an act is not an offense within the meaning of the 1926 law. The acts of 1928 did accomplish the purpose of the legislature, and all offenses of this kind since the acts of 1928 went into effect will be punishable under those acts.

Carthage Being Inspected

At the insistence of the citizens of Carthage, which has just installed fire-fighting equipment, the Tennessee State Fire Prevention Association will inspect the town this week under the auspices of the local Exchange Club. Talks will be made to the school children and fire drills conducted. A public meeting will be held in the evening, sponsored by the Exchange Club, at which addresses will be made by members of the speakers' bureau.

Lines Up Speakers

AUGUSTA, GA., March 26.—While at the mid-year meeting of the National Association of Insurance Agents in Charlotte, President C. F. Powers of the Georgia association, arranged with several notables present to appear on its annual convention program June 13-14 at Brunswick.

Many Kentucky Mine Losses

LOUISVILLE, March 26.—Coal tippie fires at the mines in the Kentucky coal fields have been rather numerous lately. Some five or six tipples having been destroyed. It is understood that every one of them was insured, while in one case the producer also had use and occupancy insurance, which resulted in much inquiry for such coverage from other coal operators.

Court Defines Total Loss

FRANKFORT, KY., March 26.—Where the roof of a barn is completely burned, its side walls scorched and burned and a few remaining upright portions of the walls are rendered worthless except possibly for kindling wood, there is a total loss within the meaning of the policy, the court of appeals holds in the case Aetna vs. G. N. Weekly. Weekly sued for \$600 insurance when his barn burned. One of the defenses was that there was not a total destruction of the property.

Will Inspect Murray, Ky.

George L. Frank, secretary of the Kentucky Fire Prevention Association announces an inspection at Murray April 24. The Rotary Club, Exchange Club and Business & Professional Women's Club will cooperate.

Fight License Fee Increase

CHARLESTON, S. C., March 26.—A fight against the passage of a bill now before the state legislature which provides for an increase of 50 percent in license fees for insurance companies of the state, is being waged by J. Vincent Price, president of the Charleston Board. Mr. Price is confident that the bill will be defeated.

Honor McCoy at Nashville

The Tennessee Blue Goose held a smoker in Nashville March 18 in honor of Most Loyal Grand Gander D. L. McCoy, who is visiting various ponds of the order. Officers of the pond and chairman of committees also held a noon-day luncheon in honor of the grand nest officer.

Prepare for Alabama Meeting

MONTGOMERY, ALA., March 26.—Committees appointed by Carl Wilson, chairman of the Montgomery Board, are working hard in preparation for the annual convention of the Alabama Association of Insurance Agents here May 8-9. The "get-together banquet" will be held May 8.

Give Kentucky Loss Figures

FRANKFORT, KY., March 26.—Kentucky's fire loss the last two years was almost \$5,500,000 according to the state department of fire prevention and rates. The total number of fires reported was 3,540, of which 2,097 were in frame resi-

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SUSSEX FIRE INSURANCE COMPANY

CAPITAL
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ASSETS
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60 Park Place

SURPLUS TO POLICYHOLDERS, \$1,964,260.76

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Rubert K. Everdell,
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130 S. 4th St.,
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dences, 498 in frame buildings, 494 brick residences, 349 other brick or concrete buildings. The cause of most of the unlisted fires is given as over-insurance.

Reelect Price in Charleston

CHARLESTON, S. C., March 26.—At the annual meeting of the Charleston Board the following officers were elected: J. Vincent Price, president; J. A. Ingle, vice-president, and R. S. Pinckney, secretary-treasurer. Mr. Price is serving his second term.

Kentucky Notes

The agency of C. U. Bramblett at Carlisle, Ky., has been sold to M. C. Blair. Senator K. Gray, state agent in Kentucky and Tennessee for the Yorkshire, is at the New York office for a few days.

The Aetna, World Fire & Marine and Century Indemnity will move April 1 to 1302-1306 Starks building, Louisville, from the Lincoln Bank building.

The Taylor-Fowler Insurance Agency and Bankers Life suffered some damage from water in a roof fire at the Breslin building in Louisville March 22.

John J. Hannan, who has been operating a non-board agency in Louisville, has taken over the business of J. J. Nelligan & Co. agency and has made application for board membership.

Luther Fothergill has purchased an interest in the P. H. Williams & Co. agency in Carrollton, Ky. The title of the

agency is being changed to Williams & Fothergill.

Thomas L. Warren, real estate man and former insurance man at Lexington, Ky., has established the T. L. Warren Insurance Agency, and applied for membership in the Lexington Board.

Virginia Notes

The spring outing of the Richmond local board will be held April 11 at the Chickahominy Club.

The P. Lester Hawks general agency of Richmond, Va., has added the Lumbermen's of Philadelphia to its companies.

The Fire Companies Adjustment Bureau, holding a New Jersey charter, has been authorized to do business in Virginia. Thomas B. Gay, Richmond lawyer, is named as statutory agent.

Alabama Notes

The Alabama Field Men's Association will meet in Birmingham April 15.

The Gaines-Davis Insurance Company has been incorporated at Dothan, Ala.

J. E. Rolston & Co., real estate and insurance agency, has been formed at Mobile, Ala., by J. E. Rolston, Marie F. Rolston and Odette Veillon.

H. E. Blake was fined \$500 for acting as an insurance agent at Mobile, Ala., without license. However, Governor Graves remitted the fine conditioned upon his obtaining a license.

The Aetna Fire has moved its Birmingham office from the Watts building to 615 Bankers Bond building, where more room is provided. E. G. Darling has taken up his new duties as state agent.

ON THE PACIFIC COAST

AGENTS GATHER AT FRESNO

Variety of Subjects Discussed at Regional Meeting — Expect Large Increase in Membership

SAN FRANCISCO, March 26.—Following the regional meeting of local agents at Fresno, Cal., March 25, officials of the California Association of Insurance Agents announce that other meetings will be held in April at Los Angeles, Sacramento and Oakland.

The Fresno meeting was a joint affair. Principal subjects discussed were new legislative problems and plans, agency qualifications, membership, reciprocal and mutual automobile competition, automobile clubs. The speakers were Nye B. Swett, former president of the state body; Eugene Battles of Los Angeles, president; H. R. Schroeter, past president, C. W. Carpenter of Petaluma, and Frank Colridge, executive secretary.

It is announced that approximately 150 new members have been added to the association's membership roll this year, and indications are that President Battles' goal of 1,000 new members will be attained before the 1930 convention.

M'KINNEY HEADS PACIFIC SOUTHWEST SPECIAL AGENTS

LOS ANGELES, March 26.—V. W. McKinney, special agent for the Niagara Fire, was elected president of the Special Agents' Association of the Pacific Southwest at the annual meeting, succeeding Ralph G. Stich, agency superintendent for the Springfield F. & M. Other officers elected were: James S. Suydam of Quitzow & Suydam, state agents Home of New York, vice-president, and W. J. Perry, special agent for Quitzow & Suydam, secretary-treasurer. The new executive committee consists of George A. Kingman, Charles Van Valkenburg, E. A. Sheahan, H. W. Semmelmeier, W. Leslie Miller, S. J. Ogilvie, W. H. Kemp and B. C. Fisher. It is understood that the entire southern California field will be divided into territorial divisions, each in charge of a district committee of which a member of the executive committee will be the head, and that President McKinney will shortly announce his appointments in this connection.

ARIZONA TO BE ORGANIZED

Percy Goodwin of San Diego Will Endeavor to Establish State Local Agents' Association

Percy H. Goodwin of San Diego, Cal., chairman executive committee of the National Association of Insurance Agents, will visit Arizona with the purpose of organizing a state association. The majority of the important agencies in Arizona are affiliated with banks. There are two distinct elements, the bank agencies and the nonbank offices. The bank agencies are much the stronger and as a whole have the larger offices. The nonbank agencies are very strenuous in their position that they will not join any association with the banks in it. Mr. Goodwin, therefore, will have a very delicate problem to handle as he must decide which group will be recognized.

Yakima Exchange Elects

YAKIMA, WASH., March 26.—The Yakima Insurance Exchange has elected Roy King president; C. A. Marsh, vice-president, and Charles Westby, secretary-treasurer. Among the subjects discussed at the annual meeting were agency qualifications, deviations, dividends, overhead writing by certain companies, auto responsibility act, payment of full commissions to brokers.

Rerating Billings, Mont.

Surveyors E. F. Sullivan and S. J. White and Electrical Inspector Thomas Lloyd, representatives of the District E office of the Pacific Board, are rerating Billings, Mont.

California Association Forging Ahead

SAN FRANCISCO, March 26.—With more than 125 new members added to the roster of the California Association of Insurance Agents since the first of the year, President Eugene Battles is confident that his membership campaign to force the California association to the leading position in the country will be achieved by the time of the next annual convention.

President Battles will continue his visits to local associations in California. He attended the annual banquet of the Fresno Association of Insurance Agents March 25, the program for which was placed in the hands of the state body. Agents in the San Joaquin Valley territory were invited to attend the meeting,

which was virtually a regional meeting of the state organization.

Harry D. Sherman's Change

E. C. Fox, vice-president of Fred S. James & Co. announces appointment of Harry D. Sherman as special agent in southern California. Mr. Sherman was formerly general agent for the Northwestern Fire & Marine and Minneapolis Fire & Marine in that territory. For a number of years previously he was with the Northern Assurance, traveling northern and southern California and is widely known there.

Pacific Coast Field Changes

W. E. Tracy, special agent for the America Fore companies with headquarters at Salt Lake, has been transferred to Sacramento, where he will supervise northern California and Nevada in connection with Walter D. Young, who is now covering that field. R. A. Whitlock has been appointed special agent in northern California for the Southern Fire by Wyndham Medcraft, Pacific Coast manager.

Anderson Succeeds Cunningham

K. O. Cunningham has resigned as claims superintendent at Los Angeles for the National Union and is succeeded

by L. L. Anderson, who was transferred from the claims staff of the San Francisco office.

Higley on the Coast

President Charles W. Higley of the Hanover Fire is on a trip to the Pacific Coast.

Coast Notes

J. C. Griffiths, Jr., of San Francisco, Pacific Coast manager for the Commercial Union group, was in Butte last week on a business trip through Montana.

Consolidation of the Hall Insurance Agency, Portland, Ore., with Rule & Son's Portland office is announced. Chalmers Hall and his office personnel will be associated with Rule & Son.

W. H. Jackson, assistant manager of the San Francisco Bay Salt Water Barrier Company was the speaker before the San Francisco Blue Goose March 24. Mr. Jackson discussed "The Proposed San Francisco Bay Salt Water Barrier."

Lloyd H. Coffman and Francis H. Thompson of Los Angeles announce the new firm of Coffman & Thompson, general insurance and surety bond business, with offices at 1115 W. P. Story building. Mr. Coffman was formerly with Rule & Son and Mr. Thompson was with Wheeler Bros. & Pierce.

IN THE MOUNTAIN FIELD

OPTIMISTIC OVER SEPARATION

Rocky Mountain Underwriters Association Reports 20 Percent of Mixed Agencies Are Cleared

DENVER, March 26.—Prominent insurance men whose companies are members of the Rocky Mountain Fire Underwriters Association profess utmost optimism in the matter of clearing their agencies. It is estimated that more than 20 percent of the mixed agencies have already been cleared, and one official declares he is interested in no large agency that is still involved.

There are about 3,500 local agencies in Colorado, Wyoming and New Mexico, and probably less than 150 of these in all three states became mixed by the withdrawal of the Bureau companies from the Rocky Mountain Association.

New General Agency Appointments

Cashman & Evans of Denver have been appointed general agents for the Mechanics & Traders of New Orleans and the Columbia Fire Underwriters.

The Gardner Agency has been appointed general agent by the Monarch Fire of Cleveland for Colorado and Wyoming.

Barley Made Chairman

With the appointment of L. A. Barley of Denver as district chairman of the contest committee of the National Fire Waste Council in Colorado, New Mexico

and Wyoming, the roster of chairmanships is now complete and concerted, nation-wide activities in the war on fire waste made possible, through chambers of commerce affiliated with the Chamber of Commerce of the United States. In all, there are 46 district chairmen now functioning, and increasingly good results are confidently looked forward to.

Mountain Notes

Clovis, N. M., is being inspected by the Mountain States Inspection Bureau as a basis for rerating.

Eastern States Activities

STANDARD MORTGAGE CLAUSE

Supreme Court of Errors of Connecticut Construes One Phase of the Agreement

In the case of Savings Bank of Ansonia vs. Schancutt et al., the supreme court of errors of Connecticut at New Haven passes on one of the phases of the standard mortgage clause. The mortgagor of real property insured it against fire under a policy containing the standard mortgage clause which provided that as to the interest of the mortgagee, the insurance should not be

TOKIO MARINE & FIRE'S REMARKABLE SHOWING

U. S. Branch and Home Office Figures

The annual statement figures of the United States branch of the Tokio Marine & Fire Insurance Co., Ltd., are exceptionally credible and show a material increase in the strength of the financial position of the Tokio in this country. The statement gives assets in the United States as \$12,994,064, as compared with \$10,841,545 a year ago. The unearned premium reserve increased slightly to \$2,418,023 to conform with the moderate expansion in its underwriting operations and after providing reserves of \$20,712 for all other liabilities the Tokio's United States branch has a net surplus of \$9,755,328, as compared with \$7,535,236 at the close of 1928, an increase of over \$2,220,000.

While the American branch figures of the Tokio Marine & Fire reflect its strong financial position, they are but moderate as compared with the home office figures of this remarkable institution, the development of which has few, if any, comparisons in the history of insurance companies. Below are some figures taken from the head office records showing the very remarkable growth of the Tokio Marine & Fire since the beginning of the century. The years selected are those wherein increases in the paid-up capital were made:

	Capital	Total assets	Net surp.
1900....	\$ 187,500	\$ 573,282	\$ 315,688
1906....	375,000	2,893,852	2,418,810
1912....	500,000	6,492,386	5,456,097
1916....	1,875,000	18,949,158	13,588,893
1918....	3,750,000	42,493,546	28,176,944
1921....	7,500,000	51,647,637	35,990,213
1922....	15,000,000	63,252,253	42,003,036
1928....	15,000,000	83,430,068	57,938,899

(From the Journal of Commerce of March 19th)

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HOME OFFICE DAYTON, OHIO

Automobile Insurance—Full Coverage—All in One Policy
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Assets Over 1 1/3 Million—Surplus to Policyholders \$600,000

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1899 The Northwestern Fire & Marine Insurance Company has been giving a complete insurance service of practical value to agents.

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FIRE TORNADO HAIL LIGHTNING
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Applications welcomed in territory where this company is not already represented.

JOHN H. GRIFFIN, President

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FIRE & MARINE INSURANCE COMPANY
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Lessens fire risk

WHEN taking measures to reduce fire hazards, do not overlook the advantages of cleaning the Oakite way. Non-inflammable, non-explosive, Oakite materials remove the grease and oil that invite fire. Safe in storage and in use, Oakite can be depended upon to do thorough going work without damage. Write for full information.

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Industrial Cleaning Materials and Methods

AMERICAN ALLIANCE INSURANCE COMPANY NEW YORK

STATEMENT JANUARY 1, 1930

CAPITAL
\$3,000,000.00
RESERVE FOR ALL OTHER LIABILITIES
2,167,893.38
NET SURPLUS
5,038,526.55
ASSETS
10,206,419.93
SURPLUS FOR THE PROTECTION OF POLICY HOLDERS
\$8,038,526.55
LOSSES PAID POLICY HOLDERS
\$13,097,851.45

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400 ROOMS — \$3.00 to \$6.00
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St. Louis' newest and smartest hotel opened September 3rd. In the heart of business district. Dining room. Coffee shop. Garage service.

400 Rooms with tub — \$3.50 to \$7.00
bath and shower

Hotel Kings-Way...

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Opposite beautiful Forest Park. Near bus, street car and motor highways. 20 minutes from downtown. Club breakfasts, table d'hôte dinners. Rooms for two from \$4. Special rates for permanent guests.



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Boston Ins. Co.
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Patriotic Insurance Company
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"WORKMEN'S COMPENSATION INSURANCE." by G. F. Michelbacher and Thomas M. Nial of the National Bureau of Casualty & Surety Underwriters. Gives a complete explanation of the problems and practice of workmen's compensation. Price \$4 sold by The National Underwriter.

invalidated by any act of the mortgagor or owner of the property, nor by his occupation for more hazardous purposes than were permitted by the policy and, further, that the insurer after payment to the mortgagee, when no liability to the mortgagor or owner existed, should be subrogated to the rights of the mortgagee.

The mortgagor conveyed the property to a purchaser who assumed payment of the mortgage. Thereafter the building on the premises was destroyed by fire due to an explosion caused by its occupation for purposes not permitted by the policy. Further, the mortgagor and the purchaser failed to make claim under the policy until their rights had expired. The insurance company, under the standard mortgagee clause, paid the mortgagee the agreed amount of the loss to it under an agreement that the insurer should be reimbursed out of the mortgage debt if collected. The mortgagee brought an action against the mortgagor and the purchaser. The mortgagor contended that the amount of the mortgagee's claim against him should be reduced by the amount received from the insurance company, since the insurance should be considered in the nature of collateral security for the obligation of the mortgagor, and accordingly reduced by the proceeds of any collateral securities.

Held, that this reduction should not be made. Between the mortgagor and the mortgagee, the mortgagor continues to be a principal debtor in the absence of a novation or other agreement by which the mortgagee accepts the purchaser as principal and the mortgagor as surety. There being no such novation or agreement here, the court held that the mortgagee was entitled to the full amount of its claim against the mortgagor as principal debtor, unaffected by the sale and assumption, and the insurance could not be considered as a collateral security for the obligation of the purchaser on the assumption agreement, as a result of which the mortgagor, as surety, would be entitled to a reduction.

Pruden Heads Newark Board

Walter R. Pruden is the new president of the Newark Board. William S. Naulty of Joseph M. Byrne & Co. was elected vice-president; Julius Klein of Rosenthal & Klein, secretary; Paul Poggenburg of Feist & Feist, treasurer. The executive committee is composed of A. D. Reeve, chairman; Thomas C. Moffatt, Frank B. Heller, William S. Naulty, Paul Poggenburg, Walter R. Pruden, Julius Klein, and Joseph D. Thoms.

Edwin Quackenbush Dies

Edwin Quackenbush, assistant manager of the Buffalo office of the General Adjustment Bureau, died suddenly in the office of a Buffalo physician. Mr. Quackenbush had recently returned from a two months' leave of absence

which he had been granted because of ill health.

Mr. Quackenbush had been with the General Adjustment Bureau for 17 years. His previous experience included a term as special agent for the Continental in western New York and service with other companies in New Jersey. Mr. Quackenbush was 65.

Celebrated Agency Centennial

WESTFIELD, N. Y., March 26.—A notable happening in this city was the celebration by the local agency of Tennant & Whitney of the 100th anniversary of its founding. The offices occupied by the agency are in the same building as were those when the business was established by the grandfathers of Mr. Tennant and of Mr. Whitney, March 20, 1830. As reminders of the early days the offices contain many antique pieces of furniture and general equipment. These were studied with interest by numerous visitors to the agency during the celebration period. The happy occasion terminated with a banquet, attended by all of the prominent citizens, as well as by a number of insurance men from Buffalo and adjacent centers.

Wilbur & Co.'s Companies

P. R. Wilbur & Co., who have established a general agency in Hartford, are to represent the Consolidated Indemnity of New York for casualty and surety lines, and the General of Seattle for fire. It will also do a general life, accident and health business.

Answers Boston Rate Query

BOSTON, March 26.—Replying to an inquiry from Mayor Curley of Boston as to what Boston can do to secure a further reduction in fire insurance rates, President John H. Eddy of the Boston board says:

"Two sure conditions are necessary to obtain lower levels of rates for insurance: (1) A fire department second to none in morale and efficiency; (2) building laws which are compulsory as to construction of buildings and the installation of automatic sprinklers and other protective devices which tend to stop a fire in its inception, thereby reducing losses to a minimum."

"In the past 12 months," says President Eddy, "we have been reducing rates on an average of approximately 800 risks per month, many of them being of the largest and most important classes, which has resulted in a very substantial saving to the insuring public."

Eastern Notes

G. Owen Riley, general agent of the Hurt General Agency of Atlanta, was in Charleston, S. C., last week.

Pennsylvania charters have been issued to the L. & R. Insurance Account, Philadelphia, and R. D. Lorenz & Co., Roaring Springs.

PROVIDENT FIRE INS. CO.

Fire and Automobile Lines

ROYAL EXCHANGE
ASSURANCE

THE STATE
ASSURANCE CO., LTD.

CAR AND GENERAL
INSURANCE CORPORATION, LTD.

Automobile, Liability and Plate Glass

95 Maiden Lane

New York

Motor Insurance Events

FLEET SITUATION DISTURBING

Commissioner Thigpen of Alabama Says Employees' Cars Can Be Included Under Blanket Policy

BIRMINGHAM, March 26. — The question of whether private automobiles owned by employees may be properly included in fleet policies written on corporation cars is causing considerable discussion in Alabama. Commissioner George H. Thigpen has ruled they can be, while the Birmingham & Exchange takes the opposite view.

At a meeting of the Birmingham Exchange Mr. Thigpen expressed his views. He contended that the working man should be entitled to the same privileges as the corporation for which he works. The ruling is unfair to agents representing conference companies, according to H. G. Seibels, Anglin White and other Birmingham agents who spoke in opposition.

Nonconference Companies Active

Exchange agents have lost a great deal of business through the activities of nonconference companies which offer anywhere from 20 to 50 percent discount on fleet business and include employees' cars also. One steel corporation in Birmingham is said to have placed a policy on about 2,000 cars, including many belonging to employees. The Birmingham Exchange is considering what step to take next with court action as a possibility.

PROTEST DYER ACT REPEAL

Expect Defeat of Action to Take Federal Auto Theft Law Off Books

NEW YORK, March 26.—Protests against the suggested repeal of the Dyer act have been so widespread and vigorous that it is anticipated that the measure will be defeated when it comes to a vote in Congress. The law makes the stealing of an automobile in one state and driving into another a criminal offense and places the prosecution of the offenders in the hands of United States authorities.

Automobile manufacturers, motor finance companies, automobile clubs, prosecuting officials as well as automobile underwriters are insistent in urging the retention of the present law, declaring that under its operation there has been a marked reduction in the number of stolen cars. Thieves apparently are far more fearful of offending federal authorities than those of the states.

SLUMP IN USED CAR MARKET BLAMED FOR THEFT LOSSES

Automobile underwriters recently have noted a distinct increase in the number of theft claims. One company reports that 50 percent of their losses are now blamed to theft.

One reason for this experience is believed to be depression in the used car market. A car owner, to take an example, is shopping for a new automobile. The dealer offers \$500 on the old car. This is less than the prospective customer has received in the past and he is dissatisfied. He is protected against theft for \$1,000 and if he is unscrupulous he is tempted to arrange for the theft of his old car.

Rules on "Maintenance" Contracts

SAN FRANCISCO, March 26.—Frank L. Guernsey, attorney for the California insurance department, rules that the so-called "maintenance and repair" contract

Directory of Leading Local Agents

The following are recommended as among the prominent and reliable agencies with good facilities for exchange and outside business.

COLORADO

Standart & Main
General Agents for
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ILLINOIS

**CRITCHELL, MILLER
WHITNEY & BARBOUR**
Established 1898
Insurance Exchange Building
CHICAGO

Eliel and Loeb Company
Insurance Exchange
Chicago

FRED S. JAMES & CO.
Insurance Exchange Building
Chicago

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Issued by the Prudential Automobile Association of Los Angeles is in effect an insurance policy, notwithstanding that the printed cover of the agreement bears in bold type the statement "This Is Not an Insurance Contract." He also rules on another Los Angeles corporation, the Motorcar Maintenance, Ltd., declaring that the maintenance certificate which it issues is to be regarded as an insurance contract. Attorney Guereña declares that inasmuch as the usual insurance services are offered and the agreements provide subrogation, there is no doubt they come under jurisdiction of the department.

Issues New House Organ

The Automobile Underwriters of Dallas, Tex., has published the first issue of a monthly house organ, "The A-U-I-C Broadcast." The purpose of the publication, as stated by the editor, is "to give an insurance survey of what we believe to be helpful and at the same time interesting."

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IN THE CANADIAN FIELD

LIQUIDATION BILL IS STRICT

Drastic Requirements in Amendment to Insurance Law Introduced in Dominion Legislature

Strict provisions affecting liquidation of Canadian insurance companies are contained in an amendment to insurance law filed in the house of commons. Companies upon ceasing to operate in Canada will be required to give written notice to the minister and to reinsure all outstanding risks in some carrier authorized there, or obtain surrender of policies. Securities of companies could not be delivered to them until all outstanding risks were reinsured to the minister's satisfaction. A list of all Canadian policyholders who had not been reinsured or had not surrendered their policies would be required by the minister. This would be announced by publication of a notice asking for the release of securities, in order to give policyholders opportunity to file objections and to ask for hearing. The minister could hold sufficient securities to cover all risks not reinsured.

Corroon & Reynolds' Ontario Branch

Corroon & Reynolds have opened an Ontario branch office at 312 Metropolitan building, Toronto, in charge of John B. Hall, agency superintendent for Ontario. Mr. Hall was previously with the Atlas Assurance, and with Smith, MacKenzie & Hall, Toronto.

The Canadian branch of Corroon & Reynolds has its head office in Montreal, under the direction of J. A. Marchand. This firm will confine its operations in Canada to the provinces of Ontario and Quebec for the present.

Announces Appointments

TORONTO, March 26.—The Dominion of Canada General announces the following appointments to its staff of inspectors: John M. Steele, who has had many years' experience as an inspector, will operate as a special inspector for the life department in Ontario; E. W. Curtis will act as inspector in the district in western Ontario formerly operated by James McAuliffe, who has been transferred to the district which has been for many years under J. W. Brown. B. G. Grant has been appointed inspector to operate from Ottawa branch in eastern Ontario.

Manitoba Blue Goose Initiates

WINNIPEG, March 26.—The Manitoba Blue Goose held a very successful gathering in Winnipeg when about 40 members met to initiate a dozen new goslings.

This is the second meeting this year, about a dozen new members being introduced at the previous meeting. There are now between 70 and 80 members. Supervisor F. W. Kiefer presided. Arrangements were made to hold a dance in May, and also to have the usual golf competition.

Canadian General Advances Fess

TORONTO, March 26.—At the annual meeting of the Canadian General W. P. Fess, who came from Winnipeg last year as vice-president of the company, was appointed managing director. Mr. Fess is also vice-president and managing director of the Toronto Casualty, Fire & Marine.

February Losses Lower

According to the "Monetary Times," fire losses in Canada for February are estimated at \$2,411,950, as compared with \$3,078,400 for February, 1929. The losses are divided by provinces as follows: Alberta, \$62,000; British Columbia, \$35,000; Manitoba, \$200,000; New Brunswick, \$8,500; Nova Scotia, \$93,500; Ontario, \$755,450; Prince Edward Island, Nil; Quebec, \$67,000; Saskatchewan, \$190,500;

with an estimate of \$1,000,000 for unreported losses.

Kenney Made Ontario Chief Agent

The Glens Falls has appointed George B. Kenney chief agent in Ontario, with headquarters at 26 Toronto street, Toronto, succeeding Roy T. Leavens, who has resigned to enter the life insurance business. Mr. Kenney has been associated with the company for several years, lately as an inspector.

Whitmyer Resident Vice-President

J. E. Whitmyer has been named as resident vice-president of the New York Indemnity and La Salle Fire, with headquarters at 304 Sterling Tower, Toronto. Mr. Whitmyer has had an extensive experience in the surety and casualty field, having been connected with several large companies, lately with the Queensland and New York Indemnity at Montreal as agency supervisor.

Would Limit "Cupboard" Losses

MONTREAL, March 26.—Fire Commissioner Rodolphe Latulippe of Montreal in a recent address suggested that fire insurance companies should not pay more than 25 percent of losses caused by fire which breaks out in a cupboard. This, he feels, would force householders to exercise more care, and consequently cut down fire losses.

MARINE INSURANCE NEWS

WEST NAMED MARINE HEAD

Becomes Superintendent of Hartford's New Pacific Coast Department Opening Next Month

G. L. West has been appointed superintendent of the Hartford's marine department, which is being formed to handle both inland and ocean marine lines for the Pacific Coast. The organization of this new department is in line with the Hartford's recent action in creating marine departments at its principal departmental offices and the taking over of its entire marine activities, most of which have heretofore been handled by Chubb & Son, New York.

Mr. West, who is well known in marine insurance circles, having for the past seven years been in charge of the Pacific marine department of the Great American-Phoenix group, will go to Hartford soon to confer with officials.

He will return to San Francisco about April 15 when the department will be formally established. For ten years prior to his connection with the Great American-Phoenix group, Mr. West was with Mather & Company at Seattle.

Marine Taxation Discussed

NEW YORK, March 26.—"Marine Underwriting Profits Taxation" was discussed by A. M. Butler, chief examiner of fire companies of the New York department, before the Insurance Accountants Association of this city, at its gathering here.

May Drop Deductible Clause

NEW ORLEANS, March 26.—The New Orleans dock board is considering having its policies revised, eliminating the \$100,000 deductible provision which saved it \$50,000 in premiums in three years, but cost it \$150,000 in the two recent fire losses. The matter has been brought to the attention of the governor of Louisiana.

Agents Hit at Church Scheme

(CONTINUED FROM PAGE 3)

to those companies which operate in accordance with its principles. We commend those fire companies which refused to lend their support to the Church Properties Insurance Corporation, and we appreciate their action. To those companies which withdrew their reinsurance the association also extends this expression of appreciation. In this character of cooperation lies the solution of most of the problems now confronting companies and agents."

Many Episcopal Agents Hit

In the discussion it was brought out that there are a large number of local agents who are members of Episcopal churches. They are generous contributors to the church and resent it encroaching on their private business. Albert Dodge of Buffalo, N. Y., president of the New York state association, said that his contribution to his church amounted to as much and frequently more than the premium paid him for insurance. He said he notified his church authorities that if they insured in the church company he would withdraw his contribution entirely.

W. U. A. Head Replies to Nebraska Protest

(CONTINUED FROM PAGE 3)

The attorney general states that field men are presenting agents in Nebraska with slips, headed, "Western Underwriters Association—Graded Commissions. To agents eligible to receive them, the following commissions may be paid." "There is nothing on this paper," according to the attorney general, "to indicate its origin other than it comes from the Western Underwriters Association, and it does not purport to be a contract between the insurance agency and any insurance company."

What the Field Men Were Told

Furthermore, Mr. Sorenson stated that when Mr. Street organized the field men of Nebraska he "coached them to demand of agencies that they eliminate all mutual companies and all companies not belonging to your association."

The attorney general cites the Nebraska statutes which he claims the W. U. A. is violating and concludes with a threat of ouster proceedings unless the association or the companies desist from the alleged practices.



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Jerome B. McCutchan, President.

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Acting in an advisory capacity is Darby Day. He has an extensive insurance acquaintance and a national reputation as an organizer and builder. His influence will be reflected in a sound substantial company.

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The National Underwriter

March 27, 1930

CASUALTY AND SURETY SECTION

Page Thirty-five

Collins Succeeds Charles H. Neely

Made U. S. Manager of Ocean Accident and President of Columbia

W. B. MANN HAS RESIGNED

Former Head Forced to Retire Because of Continued Ill Health—Remains on Boards

NEW YORK, March 26.—Henry Collins has been appointed United States manager of the Ocean Accident & Guarantee, and president of the Columbia Casualty. He succeeds Charles H. Neely, who has been forced to retire from active business through continued ill health. Mr. Neely, who is now in Bermuda endeavoring to regain his strength, will remain as a director of the American board of the Ocean Accident and also a director of the Columbia Casualty. Formal announcement of the change was made by W. L. Cavers, manager of the head office just prior to his leaving here for London.

Made Deputy Year Ago

A native of London and a graduate of Kings College of that city, Mr. Collins has spent the major part of his business life in the service of the Ocean Accident. He was first at the head office and subsequently at its United States branch, of which latter he was assistant manager from 1914 to 1929, being advanced to the deputy manager's position a year ago. He has likewise been vice-president of the Columbia Casualty since its launching 10 years ago. Mr. Collins ranks high as a casualty underwriter, being considered one of the most scientific men in the business. He is moreover thoroughly practical, and considerate of the problems of the agency force.

Started at Philadelphia Office

After a general agency experience in Minnesota Mr. Neely joined the forces of the Ocean Accident as head of its Philadelphia office in 1901, being appointed Canadian manager one year later, and so continuing until 1918 when he was called to this city as United States general manager. The corporation prospered greatly under his administration. Those coming in contact with Mr. Neely in the National Bureau and other work hold his abilities in the highest esteem, and will deeply regret his retirement from active work.

Mann Retires as Manager

William Bruce Mann, has resigned as assistant United States manager of the Ocean Accident & Guarantee and as agency superintendent of the Columbia Casualty, effective June 30. He is one of the best known figures in casualty underwriting circles, having been identi-

Stock-Mutual Family Condemned by Agents

At the mid-year conference of the National Association of Insurance Agents at Charlotte, N. C., there was a very decided protest against stock casualty companies consorting with mutuals and reciprocals in the National Council on Compensation Insurance and any other organizations where stock companies become compromised in their position. The agents claim that grave injustices result from any joint arrangement of this character. For instance, T. S. Ridge of Kansas City read a letter from a big reciprocal to an assured in which it was able to quote a lower premium because it had received the experience from the National Council. In other words, Mr. Ridge stated that the data came from this organization and was used to pry business away from the stock company that was the carrier.

These big reciprocals, he said, are seeking business where the minimum premium is \$500 a year. By getting the experience from the National Council he said these participating concerns are often able by juggling figures to quote lower rates and make the assured feel that he has been robbed by the stock companies. Some of these reciprocals, in order to impress the assured, present a certificate signed by a stock company or London Lloyds, guaranteeing the policyholders against assessment. Mr. Ridge stated that a reinsurance certificate of this character is a primary confession of weakness on part of the reciprocal. It is not willing to stand on its own foundation. He declared that outfits of this character should be forced

to operate on the same basis as to taxation, fees and other requirements of stock companies.

Southgate Condemns Plan

Thomas F. Southgate of Durham, N. C., stated that it is ridiculous for the National Council on Compensation Insurance to be made up of stock and participating carriers. The mutuals and other participating carriers, he said, have a very strong voice in the organization. He said that the stock company agents should make a protest. President Clyde B. Smith of the National Association of Insurance Agents also lent his voice in protest against stock companies being in the same rating organization with participating carriers.

Abnormal Increase in Liability Claims Found

BALTIMORE, March 26.—Baltimore companies report that increases in liability claims, especially automobile liability, since the first of the year have been greater than in any other like period in their history.

In a message to its representatives, one of the larger companies suggests that each manager should study the results of his office to be sure that this situation is due to causes beyond his control.

It is understood that the premium income of the companies in general is higher so far this year than it was last, and because of the recent upturn in the bond market the companies have a handsome appreciation in the value of their securities.

fiend with the business for nearly 40 years. He plans an extended vacation, after which his future plans will be determined.

Starting his insurance career in the New York City general agency of the Mutual Life, Mr. Mann later assumed the management of the personal accident branch of the Pacific Mutual Life's metropolitan office. He joined the staff of the Ocean Accident & Guarantee as manager of its personal accident and health division in 1907 and has since been given added responsibilities. For several years he served on the executive committee of the National Bureau and on various committees of the International Association of Casualty & Surety Underwriters.

Casualty Managers Shun Business Far from Home

A number of casualty and surety executives, seeking to make a more profitable production record, are withdrawing from or declining to enter territory which is inaccessible to headquarters. This policy is in disfavor with field men who count premium income without deducting expenses.

Some managers declare that northern Michigan, northern Wisconsin, western Kansas, western Nebraska and Arkansas are territories which are not being profitably cultivated. Casualty business requires frequent trips by claim adjusters, auditors, field men and safety engineers. Consequently points which are distant from districts in which the company does a heavy business are served at a cost which the premiums do not justify.

It is the opinion of several underwriters that these inaccessible districts must be reached gradually. The scene of operations must be slowly extended so that the necessary service may be provided without long trips. This process eventually will bring the now unprofitable field into reach of headquarters.

Belson Succeeds Babcock

Walter W. Belson, field secretary of the Insurance Federation of America, has become editor of the "Insurance Federation News," the organization's official publication, following the death of Harlan E. Babcock. Mr. Belson formerly was executive head of the Wisconsin federation.

Merger Plan Is Now Under Way

Boiler & Engineering Bureau to Be Consolidated with the National Bureau

WILL COMBINE ACTIVITY

Project Has Been Already Agreed on by Committees from Both the Organizations

HARTFORD, March 26.—As the result of negotiations initiated in June last and since continued from time to time, the strong probabilities now are that the proposed merger of the Boiler & Engineering Insurance Service Bureau with that of the boiler and machinery department of the National Bureau of Casualty & Surety Underwriters will shortly be consummated. A meeting of the joint committee representing the two organizations was held here several days ago, at which a basis for the suggested amalgamation was agreed upon. It will be submitted at a special meeting of the Boiler & Engineering Insurance Service Bureau to be held in New York within the next ten days, assuming that the recommendations of the special committee be approved, and the terms set forth are likewise sanctioned by the National bureau membership, as is confidently anticipated will be the case in both instances. A sub-committee will then be named to carry out all necessary details to bring about the consolidation.

Conditions of the Merger

While all features of the merger program have not been disclosed, the general understanding is that the essential conditions embrace the taking over by the boiler and machinery department of the National Bureau of the management and entire personnel of the now independent service bureau and the continuance of its present efficient system of rate making. Service is to be given by the department to all companies holding membership in the boiler bureau as of March 1, whether they become members of the National Bureau or not, providing they agree to adhere to all promulgated rates and rules, and contribute to the expense of such service. This feature it is understood will take care of the Employers Liability and the General Accident, both companies having been members of the Boiler bureau for years, though neither belongs to the National bureau.

Plan Is Agreed On

All data now in the files of the Boiler bureau would be turned over to the National bureau. The present merger plan has been adopted on behalf of the National bureau by C. B. McCormick, vice-president Aetna Life and R. J. Sullivan, vice-president of the Travelers. The committee representing the Boiler bureau

(CONTINUED ON NEXT PAGE)

Chicago Sales Congress Is Expected to Be Big Event

FOUR SPEAKERS ARE SECURED

President L. W. Burger of Casualty Field Club, Sponsor, to Preside at Meeting May 5

Four prominent casualty men will be on the program of the Casualty Sales Congress to be held in Chicago May 5, Ralph Miller, chairman of the program committee, announces. This event was originated by the Casualty Field Club of Illinois, its sponsor this year. Speakers who have accepted, and their subjects are:

John H. Egloff, supervisor agency field service, Travelers, Hartford, "What Sells Automobile Insurance and How"; Spencer Welton, vice-president New York Indemnity, "Bonds"; J. M. Rainey, Caldwell & Co., Nashville, "Personal Accident Production," and J. A. Giberson, Alton, Ill., well known local agent, who is prominent in the National Association of Insurance Agents, "What an Agent Expects from Company Representatives."

Discussions on Subjects

Each of these men will be introduced by Illinois insurance men, who will lead the open discussion following the formal address. Louis J. Kempf, Chicago casualty manager for the Travelers, will introduce Mr. Egloff; William H. Hansmann, Fidelity & Deposit, will introduce Mr. Welton; Donald Wood of Childs & Wood, Class 1 agents, will introduce Mr. Rainey, and Frank M. Chandler, assistant resident manager Employers Liability, will present Mr. Giberson.

The congress will be presided over by L. W. Burger, field supervisor for the United States Fidelity & Guaranty, president of the field club.

Big Speaker Is Expected

The program committee has received a tentative acceptance from a man of national prominence for the luncheon program, and announcement will be made soon. There is no registration charge, the program being open to both local agents and company men. Many Chicago casualty offices are cooperating to take large delegations of their local agents to the congress. Luncheon tickets are \$1.50. An attendance in excess of 500 is anticipated.

Merger Plan Is Now Under Way

(CONT'D FROM PRECEDING PAGE)

is composed of W. R. C. Corson, president Hartford Steam Boiler; John A. Ross, superintendent of the Engineering department Ocean Accident and William H. Boehm, vice-president Fidelity & Casualty.

Started in 1913

The Boiler & Engineering Insurance Service Bureau was formed in 1913 and has since maintained an independent existence. W. R. C. Corson is its president; W. H. Boehm, secretary and J. P. H. Dewindt, its manager. A. J. Ferres, vice-president and agency superintendent of the Fidelity & Casualty, is on an extended agency trip along the west coast. W. R. C. Corson, president of the Hartford Steam Boiler and also president of the Boiler & Engineering Insurance Service Bureau, plans leaving on an European trip April 8.

Will Increase Rates

Chairman Lawrence of the New Jersey Compensation Rating & Inspection Bureau states that compensation rates are inadequate in that state and will be revised as of July 1. The bureau is undertaking a comprehensive review of the rate structure.

Gets Company



ROBERT H. BEARD

Robert H. Beard & Co. of Chicago have been appointed managers of the Manufacturers Casualty of Philadelphia in the Chicago metropolitan district. The company has not heretofore operated in the Chicago territory. Mr. Beard has returned from a trip through the east where he consummated arrangements for this representation. It has \$2,000,000 capital and writes only workmen's compensation. It is a participating stock company and has returned 20 percent to policyholders in recent years. Mr. Beard thus links up with three Philadelphia companies. He is the Chicago manager of the Commonwealth Casualty of Philadelphia and also Chicago general agent of the Philadelphia Life. The Manufacturers Casualty is allied with the Manufacturers Fire which writes automobile insurance. Mr. Beard is well known in Chicago insurance circles and conducts a very progressive and successful agency.

Meet to Complete Plans for New Bail Bonding Agency

NEW YORK, March 26.—Representatives of the 23 or more surety companies that have signified their willingness to join the proposed New York Joint Bail Bonding Agency are meeting here this afternoon to formally launch the organization. It is assumed William M. Tomlins, vice-president of the American Surety, will be chosen chairman of the executive committee, he having served as chairman at all conferences upon the subject thus far, and that a man well versed in the bail bond line will be named as manager.

Chief Magistrate William McAdoo, representatives of the various district attorneys' offices and Superintendent Albert Conway have been consulted regarding the plans of the proposed new organization and have given their approval. Through the operations of the pool it is expected the scandals that have surrounded the writing of bail bonds in this city the past few years will be effectually done away with. An outline of the plans for the new organization appeared in the NATIONAL UNDERWRITER of March 6, and these have not since been altered.

Texas Dividend Ruling

W. S. Pope, casualty insurance commissioner of Texas, has sent an order to all companies writing automobile insurance, laying down the conditions under which participating carriers may declare dividends to policyholders. Insurance department approval of all dividends will be required hereafter.

Broad Charter Excludes Company from Admission

ILLINOIS RULING IS MADE

Stock Casualty Companies Can Not Write Funeral Benefits Unless They Have \$200,000 Capital

The attorney general of Illinois has given an opinion in connection with the application of the National Accident & Health of Philadelphia for a license in the state. It is authorized to write life, accident and health and also its charter permits it to issue policies including funeral benefits not to exceed \$100 in connection with health and accident insurance. Its capital is \$150,000. It desires to write only accident and health in Illinois.

The attorney general calls attention to the fact that he held May 1, 1922, that it would be ultra vires for a mutual company of this kind to write life insurance. The act was amended later to allow such companies to pay funeral benefits not exceeding \$100. The attorney general states that the legislature in amending the act allowing funeral benefits payable by mutual casualty companies did not make a similar provision for stock companies. In view of this the attorney general states that the National cannot be licensed in Illinois to do accident and health unless it has a capital of \$200,000 so that it can write life insurance also.

Insurgents Victorious in Rhode Island Mutual Row

PROVIDENCE, R. I., March 26.—The insurgent group among the policyholders of the Rhode Island Mutual Liability rode to victory over the administration forces at a meeting of the policyholders called by order of Judge Charles A. Walsh of the superior court. The insurgents placed nine directors of their own choice upon the board of 15 and in addition had elected two other directors favorable to them to fill expired terms.

Trouble in the company showed up a month ago when policyholders who declared their policies had been annulled without cause showed up at a meeting and demanded a right to vote, eventually breaking down a police barrier and getting into the meeting which was soon adjourned. Injunctions were asked on both sides and one granted the insurgents and later the administration forces attempted to have the case transferred to the federal court, on the ground the treasurer was a resident of another state.

Mississippi License Denied

The Mississippi department has refused to relicense the Mutual Benefit Health & Accident of Omaha, Commissioner Ben S. Lowry objecting to its policy in payment of claims. It has over 6,000 policyholders in Mississippi.

Quebec Debates Compulsory Plan

MONTREAL, March 26.—A bill on compulsory automobile insurance has been introduced in the Quebec legislature, which requires that "the registration of motor vehicles cannot be effected, nor any certificate to that effect be issued, unless the owner or representative of the owner of such motor vehicle has deposited in the office an insurance policy for such motor vehicle issued by a company authorized to carry on the business of liability insurance in this province, protecting the insured until the expiration of the period of the registration of the motor vehicle, against property damage and public liability."

The Royal Automobile Club of Canada and the Quebec Automobile Club suggested that after an accident the driver of the machine should not be allowed to regain his license until he had offered certain guarantees of responsibility.

Conway Tells Liquidation Bureau Activities in 1929

SAVED PUBLIC FROM LOSS

New York Superintendent Emphasizes That Functions Are Wider Than Mere Company Morgue

Operations of the New York insurance department's liquidation bureau have won it wide praise because of the small percentage of assets required to close up affairs of insolvent carriers as compared with liquidations in many other states, but another function, that of protecting the public against dishonest and pseudo-insurance firms, is emphasized in the report of Superintendent Albert Conway.

The department last year invoked the law against five organizations that according to the superintendent, were selling "bootleg insurance" although they were nominally non-insurance organizations. Superintendent Conway says these were membership concerns with neither capital stock nor reserve and were collecting money from tenants and landlords, in return for which they issued documents resembling insurance policies, purporting to defend tenants and landlords against suits and to pay judgments in all suits which the organization could not defeat. Most of the money collected was used to pay salaries, Mr. Conway says. The supreme court held that the concerns were unlawfully transacting insurance and directed the department to take possession. In several of these concerns, he says, assets were insufficient even to pay court costs.

Took Possession of Mutual

The department also stepped in when it was obvious that the Empire State Mutual, a company that wrote exclusively compensation and public liability on window and house cleaners in New York City, was headed for a bad wreck.

"The full significance of the law (section 63) is not well known to the public, and is commonly called the 'liquidation law,'" Superintendent Conway says. "The description is not accurate as its application is not confined to liquidation. If liquidation were its limit, or its end, such a law would be a public detriment."

"The law has been applied in a wide field and has yielded gratifying results, although the application of the law by the department is not always publicly known."

Travelers' California Meeting

The annual southern California sales conference of Travelers casualty agents was held in Los Angeles March 25-26, under direction of W. S. Shiels, casualty manager there. The meeting was attended by 130 agents from the southern California field in all lines, the conference being devoted to discussion of casualty, life, accident and group cover. Mr. Shiels conducted the discussion of casualty subjects, and Arthur J. Frith, manager of the life agency of the Travelers in that city, was in charge of this division of the program. Vice-president H. H. Armstrong of the life, accident and group divisions was principal speaker.

Fidelity & Deposit Changes

Joseph Bach, assistant manager of the Fidelity & Deposit at Dallas, is transferred to Detroit as assistant manager under Resident Vice-president J. L. Straughn. He is a brother of Vice-president Frank A. Bach at the head office. Paul Parris, who had been manager at Detroit, became manager at Newark, N. J., some time ago. George Wingo of the home office contract department becomes assistant manager at Dallas. At one time he was associated with the Dallas office.

Financial Restitution No Substitute for Jail Cell

INVITES MORE BURGLARIES

Adjuster Urges Relentless Prosecution by Companies and Insureds to Halt Losses

Insurance companies should never trade penal justice for financial restitution. This conviction was expressed by Paul J. Girard, burglary claim adjuster for the Hartford Accident, who addressed the Casualty Adjusters Association of Chicago.

The practice of obtaining a no-bill for criminals who restore the loss they have caused the company is a contemptible expedient, Mr. Girard believes. Almost invariably yeggs, who are partners to this arrangement, will seek financial restitution for themselves by forcing other safes or committing other burglaries, perhaps immediately originating more claims against the bargaining companies.

Prosecution by Assureds

Losses could be substantially reduced if companies would insist on relentless prosecution of burglars who have invaded the property of insureds, Mr. Girard declared. Furthermore he recommended that companies insist on policyholders fighting the criminals in court. Adoption of this practice on the part of all companies would be a powerful corrective, especially against safe blowers.

In addition to being an underwriter and inspector, a useful burglary claim adjuster must be an investigator with imagination, Mr. Girard said. It is not enough for an adjuster to interview the assured, and witnesses and get the police report on a burglary. He must conduct an independent investigation, drawing upon his own resources of intelligence and experience.

Exposes Inside Job

Mr. Girard illustrated this advice with the story of a safe which had been burglarized, the combination having been broken off. The adjuster was suspicious. It was too late to get a safe expert on the scene by the time the adjuster arrived, so photographs were taken. The next day a safe expert was consulted. It was discovered that although the combination was broken, the tumblers were open, indicating that the safe was opened without force, that the combination was broken to simulate forcible entry, and that the guilty person was an insider. Thus the adjuster saved his company a loss.

Another adjuster demonstrated enterprise when a claim for \$3,700 was entered against his company. The insured had been transporting deposits for 37 years without incident. On this occasion he wrapped \$3,700 in currency in a newspaper, entered a street car and sat down. A youth approached, wrested the package from the insured, jumped from the car and fled in an automobile. The police examination was fruitless, but the adjuster continued to quiz the insured, discovering that an employee had left two weeks before the robbery with two weeks' pay uncollected. In pursuit of this clew, the adjuster found that the employee's wife had obtained a warrant for his arrest, charging disorderly conduct. The man was arrested, but was released when he refused to confess. Two months later a burglar told that this employee had engineered the \$3,700 robbery.

Adjuster in Role of Inspector

Another function of the adjuster is the inspection of risks for the purpose of suggesting greater protection. Locks and other safeguards should be inspected. Mr. Girard told of how one adjuster invented an almost impregnable defense for an insured. The insured was pro-

Criticises Many Liability Forms as Being Obsolete

Many liability forms fail to conform to changed conditions of this modern age, and there is a strong tendency among companies to attempt to rectify this by asking prospects and policyholders to change their businesses to conform with the existing policies, rather than to phrase the policies, Armstrong Crawford, Chicago manager for Central West Casualty, told the Insurance Club of Chicago at its weekly meeting.

"Men in the field should induce their companies to write modern forms," Mr. Crawford says. "The business world is developing so fast that we must keep our forms up to date."

General Form Not Adaptable

"The general liability form commonly used is not so adaptable to a variety of risks as is the standard fire policy. There are so many kinds of liability hazard, we cannot just sell liability. First we must find out what are the hazards and then shape a policy to cover them."

"There is a tendency now among many companies to get away from the restricted forms of liability cover. It is entirely too common an occurrence for a policyholder to have a loss which is not covered by his liability contract, but after long negotiation to get some sort of settlement out of the carrier. When he has done this he quite often takes a policy elsewhere. The restricted forms lose us customers, even though we decide to pay something on the loss in spite of the fact that we are not strictly liable."

Leads to State Insurance

"Every dissatisfied policyholder is a 'walking delegate' who some day may induce his relatives and friends to vote for state insurance just because it will be a change. The public is becoming liability-wise, and more and more is coming to figure how to get the companies to pay. It is easy for a claimant to sue, because it only costs about \$10 to start a suit. There is a wide field for liability cover in the real estate business because there is a trend in courts to hold the real estate agent as custodian of the property, and therefore subject to suit."

"Another hazard which offers wide

tected against interior holdup on several locations. Drivers checked in the day's receipts between 4 and 10 p. m. at each location. There had been two losses.

The adjuster arranged for the installation of burglar-proof chests, anchored in concrete, through which slides were opened. The slides were provided with dials to prevent scooping out of currency with wires. Only the express company charged with collecting the money possessed the combination. A sign "No One On Premises Has Combination to Safe" was posted above each chest. The company has not suffered a loss since the installation of this system.

Tells of State's Woes

George Bellows, assistant state's attorney of Cook county, told the adjusters of the state's difficulties in obtaining convictions. He was challenged by Dick Lavery, adjuster for the Standard Accident, who complained that the state's attorney's office did not cooperate with casualty companies.

A legislative committee was appointed consisting of Mr. Lavery, R. T. Luce, U. S. F. & G.; L. A. Cambridge, Illinois Manufacturers Mutual; George H. Maloney, Hartford Accident, and A. H. Mulvihill, Yellow Cab Company.

The Great National of Washington, D. C., is entering Georgia.

possibilities is the switch track form. Companies which install switch tracks are required to make 'hold harmless' agreements with the railroad, which violate the general liability form. This hazard therefore must be taken care of separately.

Cites Unusual Cases

"I don't see how we can cover any large corporation's liability without taking time to find out what the business is all about and then writing an individual contract to cover it completely. There is a case still undecided at Milwaukee involving a mercantile establishment which sold a dress to a woman. In slipping it off the first time, her face was badly scratched by a price tag and she lost the sight of one eye. Under the general liability form this hazard is not covered."

"Products liability is a fertile field and there is great need for this cover. Almost everybody who has anything to sell is a prospect. One of the outstanding cases is the suit against the Ford Motor Company a few years ago by a farmer who was injured by a Ford tractor. This tractor at that time had a habit when the wheels struck an obstruction under full load and would not turn, or overturning backward and often crushing the driver."

Case Cost Ford \$17,600

"It was claimed this machine was defective for this reason and that the Ford company, with its great engineering ability had been negligent in selling a machine with this feature. The jury gave a judgment and Ford paid \$17,600. Later the tractor design was changed. Another interesting case recently was that of a Chicago newspaper which settled for \$3,400 with a woman who claimed she had cut a finger on one of the newspapers, resulting in infection from the ink."

"The public is getting to be a great collector and there is a strong tendency to try to collect from somebody, no matter whom. At least 90 percent of the public liability forms were all right when they were drawn but there have been radical changes in conditions, and also in legal decisions which put a different complexion on losses."

President Now Janitor as Result of New Law

LINCOLN, NEB., March 26. — Surety companies should not raise their hopes for increased premiums too high as the result of the provision in the new banking law that requires surety bonds from all officers of state banks except janitors and stenographers. The following letter was sent by a small town banker to the banking commissioner:

"Dear Sir: I note that the legislature has recently passed a provision requiring that all employees of banks, except janitors and stenographers, shall hereafter be required to give surety bonds. This is to notify you that I have resigned as president of the bank and my wife has also resigned as vice president and cashier; also that I have been acting as janitor and my wife as stenographer. I do not believe it will be possible to secure any person to serve as president, cashier or in any other capacity where a vacancy exists in the list of officers and employees."

Joseph Moore, formerly a special agent at Richmond for the U. S. F. & G., has rejoined that company after about six months with the Metropolitan Casualty.

Casualty Premium Growth Shown by Conway's Report

MARKET EFFECT NOT SERIOUS

Result of Shrinkage in Stock Values Reviewed by New York Superintendent—Many New Companies

ALBANY, N. Y., March 26.—In his annual report, submitted to the legislature this week, Superintendent Albert Conway says that casualty and surety companies, judging from indications, will show a growth in premium income for 1929 when their operations are summarized. The volume of premiums for the first nine months of 1929 was \$231,750,132, as against \$215,515,630 for nine months of 1928, written by New York stock companies and United States branches of foreign companies.

An increasing amount of the funds of this class of companies has gone into stock investments, but the shrinkage before the close of 1929 is not expected seriously to affect the surplus accounts.

From 1908 to 1928 the number of these companies in New York increased from 50 to 97, their capital from \$24,981,000 to \$167,750,025, and their surplus from \$26,311,244 to \$237,126,564.

Burglary insurance rate reductions of one-tenth to one-half, plateglass rate reduction of one-third in the so-called flat car sizes and substantial reductions in landlord's liability for New York City apartment houses were made effective; also further reductions in automobile public liability and property damage rates. A merit rating plan was put in operation on private passenger cars providing for a 10 percent discount from the customary rate under certain conditions.

At the request of the department, under the new automobile financial responsibility act, companies have modified outstanding policies and agreed to issue all new policies to provide adequate protection.

Goodwin Attacks Sullivan

CONCORD, N. H., March 26.—Commissioner John E. Sullivan is attacked by Frank A. Goodwin of Boston, author of the so-called Massachusetts state fund compulsory automobile liability insurance bill, because of Commissioner Sullivan's recent criticisms at insurance gatherings in Boston of the Goodwin bill, comparing it unfavorably with the New Hampshire automobile financial responsibility law.

Mr. Goodwin accuses the insurance interests of Massachusetts of "importing Commissioner Sullivan into Massachusetts to advocate measures favorable to them and against the best interests of Massachusetts."

First Accident Causes Second; Large Award

MILWAUKEE, March 26.—An unusual personal injury award was granted by a circuit court jury here against a Milwaukee department store, holding the store responsible for a second accident which occurred to a former woman employee four months after she was injured in the store. She was awarded \$1,750 for a brain concussion suffered Dec. 8, 1928, when an electric light fixture fell on her in the store basement, and \$8,055 for the second injury which eventually crippled her. The jury held that the second accident was the result of the first. She showed improvement after the head injury, but her legs were weak, and she collapsed Apr. 9, 1929, scratching a leg on a nail. Infection resulted in her being crippled.



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- WITH NO ENDORSEMENTS
- FOR ONE PREMIUM

You, who represent the Universal Automobile Insurance Company, have experienced the ease with which this policy can be sold. Your clients like it. You like it. It's simple . . . easily read . . . effective. • There's an advantage in representing a company writing Automobile Insurance Exclusively. . . .

EDWARD T. HARRISON
President

UNIVERSAL
A WORLD OF PROTECTION
AUTOMOBILE INSURANCE
COMPANY
A SPECIALIZED SERVICE

DALLAS, TEXAS

CHANGES IN CASUALTY FIELD

DUBE MADE BOSTON MANAGER

Takes Great American Post, Succeeding Dwight B. Libbey, Who Enters New Hartford Agency Firm

Dwight B. Libbey, manager of the New England department of the Great American Indemnity, has resigned to enter the agency field in Hartford. George J. Dube will become manager at the office at 89 Broad street, Boston.

Mr. Dube was with the Travelers from 1917 to 1922, when he went with the Hartford Accident to organize a branch for northwestern Canada. In 1927 he went to Providence, R. I., as manager of the casualty department of the G. L. & H. J. Gross agency. He has been for some time a field secretary of the United States Chamber of Commerce.

Mr. Libbey will engage in the insurance business with his brother, F. Grey Libbey, under the name of Libbey & Libbey at 50 Trumbull street, Hartford. Dwight B. Libbey has had previous experience with the Travelers and was at one time manager of the Boston office of the London & Lancashire Indemnity.

Lysaght to Home Office

William Lysaght, manager of casualty lines for the Travelers at Worcester, Mass., has been promoted to agency assistant in the home office agency department. His successor at Worcester will be Wallace A. Ockerbloom, formerly assistant manager there but since last May manager at Portland, Me. Mr. Lysaght has been with the company ten years, serving at Manchester, N. H., at Detroit and at Montreal before his return to Worcester as manager in 1927.

Mr. Ockerbloom joined the agency staff in 1925 as a field assistant at Worcester. He was promoted to assistant manager there in 1928, where he remained until his appointment as manager at Portland.

Raymond in New Post

ALBANY, March 26.—Under the management of Roy V. Raymond the Standard Surety & Casualty of New York has established a service office in this city for the benefit of its up-state agents and assureds. Possessed of an intimate knowledge of engineering, having attended successively the Loomis Institute of Windsor, Conn., the Worcester Institute of Technology and Rensselaer Polytechnic Institute. Mr. Raymond has further had extended experience in prac-

tical casualty underwriting; first with the Travelers and for the past 10 years with the Ocean Accident & Guarantee and Columbia Casualty, serving as claim superintendent in New York state for the last two companies.

Associated Indemnity Appointments

W. E. Haney, agency superintendent of the Associated Indemnity, who has just returned to San Francisco from a country-wide trip, announces the appointment of two new southern general agencies, Boyce & Ware Agency at Gastonia, N. C., and the Bridges & Howard Jones organization at Memphis, Tenn.

Robinson Gets Export on Coast

H. A. Robinson has been appointed San Francisco general agent of the Export Indemnity, whose application for admission to California is now pending. Mr. Robinson was formerly with Marsh & McLennan in San Francisco.

Opens Two Branch Offices

The Ohio Casualty has opened two branch offices, one in Milwaukee, with Elmer H. Kambe as manager, and the other at Davenport, Ia., with J. I. Scott of the home office as manager. Mr. Scott has been in charge of general casualty lines at the home office for some time. His appointment to the field is in line with the company's new expansion policy which it is said will result in the sending of other home office men to additional branches which will be created from time to time.

Moore Joins National Surety

Dewey Moore has resigned as special agent for the United States Fidelity & Guaranty at Toledo to become manager for the National Surety there. His successor with the U. S. F. & G. has not been announced.

Join New Amsterdam

New Amsterdam Casualty has made Stanley B. Mellor manager of the bond department in its new Cleveland branch office and Charles L. Harris agency supervisor. Mr. Harris has sold his interests in C. L. Harris & Co., Cleveland claim adjusters, to his former associates, Henry Reed and L. W. Van Aken. The business will continue to be operated under the same name.

U. S. F. & G. Kentucky Changes

J. U. Moore, formerly with the Metropolitan Casualty in North Carolina, will join the Louisville office of the U. S. F. & G. as special agent. Sam H. Swart, claim adjuster for U. S. F. & G., who has been stationed at Lexington, Ky., will be added to the Louisville organization, the Lexington branch being abolished.

WORKMEN'S COMPENSATION

DRAFTS EXCESS COVER SCALE

New York Rating Board Preparing Schedule of Advisory Rates for Self-Insurers

The Compensation Inspection Rating Board of New York has announced that a schedule of advisory rates for excess loss covers for self-insurers is in process of preparation and when completed will be transmitted to the companies for their information. This work is being undertaken in view of the approval by the state insurance department of the proposed plan for a standard policy and a rate schedule for excess loss coverage for self-insurers.

The board has also issued a draft of the standard form policy approved by the department for this style of insurance.

Award Not Disturbed

FRANKFORT, KY., March 26.—Where the question is the extent of injuries to

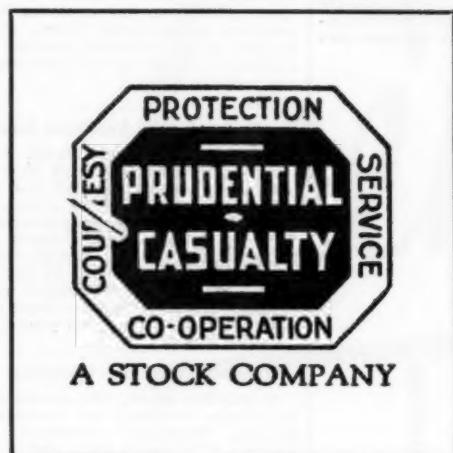
an employee who is injured while running a coal cutting machine in a mine, and the workmen's compensation board found on competent evidence that the injuries amounted to a total permanent disability, and there was evidence to sustain the finding, the award should not be disturbed because the board gave as its reason that there existed a non-union of a pelvic bone, where leaving that statement entirely out of the opinion of the board there was competent evidence to sustain the finding. This is the decision of the Kentucky supreme court in the case of Combs vs. Wakenva Coal Company.

Blames Insurers for Unemployment

BALTIMORE, March 26.—Asserting that compensation insurance is responsible for thousands of workers between the ages of 35 and 50 being forced out of work, Henry F. Broening, president of the Baltimore federation of labor, announces that organization is now formulating plans for a virtual boycott of any company which openly discriminates against the older workers.

"We can blame compensation insurance companies for this situation,"

SERVICE MAKES SUCCESS



ASSURING EVEN BETTER SERVICE

SATISFACTION results from service properly given. Our agents and their clients are satisfied with a Prudential automobile policy knowing it adequately guards them. This is the time of the year automobile protection can be most easily sold.

The opportunity for the sale of automobile insurance was never as great as it is today. Consider the following convincing facts. Last year showed a 8% increase in motor registration over the preceding year. One-third of all accidents in the United States were caused by motor vehicles. There were 13% more deaths from motor accidents in 1929 than in 1928.

Highway congestion is increasing. Automobile accidents are on the increase. Larger verdicts than ever before in automobile damage suits are being awarded by courts. The result—the motoring public is awakening to the need of ample and complete automobile insurance.

The Prudential now offers, in connection with one of the strong eastern fire insurance companies, a combined automobile policy which gives complete coverage against fire, theft, tornado, collision, property damage, and public liability.

To completely "cash-in" on automobile insurance this year agents should avail themselves of a connection with the Prudential Casualty—a connection that will bring profit and happiness. Write today for interesting agency information.

PRUDENTIAL CASUALTY AND SURETY COMPANY

HOME OFFICE
ST. LOUIS, MO.

A STOCK COMPANY

Mr. Broening said. "With inducements in the form of lower rates offered to employers who contract to keep their personnel under the age of 35, the older workers are facing unemployment. The idea that the man over 35 is more liable to injury is farcical. The mistaken theory that the younger worker accomplishes more than the employee over that age limit is also contributing to this deplorable situation."

Calls Nebraska Conferences

LINCOLN, NEB., March 26.—With the purpose of reducing the number of industrial accidents in Nebraska and thus securing a reduction in workmen's compensation rates, Compensation Commis-

sioner Pollard has invited a group of representative employers, spokesmen for labor organizations and casualty insurance men to meet April 8-9 in Omaha and another group to meet in Lincoln the two succeeding days. The chief question to be considered will be the adoption of safety codes, under the powers given the commissioner by amendments to the compensation law recently effective. Mr. Pollard says the records show Nebraska has more industrial accidents than surrounding states, and that this is the reason why its rates are higher.

Woman Commissioner Reappointed

AUSTIN, TEX., March 26.—Mrs. Espa Stanford has been reappointed by Gov-

ernor Moody as a member of the industrial accident board for a six-year term. The appointment was confirmed by the senate.

Mrs. Stanford, the first woman to serve as a member of the board, was serving as private secretary to the governor at the time of her first appointment over six years ago. Her term expired Sept. 1, 1929, but she was not reappointed until last week.

May Increase Ontario Payments

TORONTO, March 26.—It is reported that legislation may be introduced at the present session of the Ontario legislature to increase the rates of workmen's compensation from 66% to 75 percent and

also to increase the maximum payment from \$2,000 to \$2,500, on the request of the Trades & Labor Congress of Canada and the Brotherhood of Locomotive Firemen & Engineers. A bill has already been drafted.

Employers Liability Form Legal

OKLAHOMA CITY, March 26.—The attorney general in an opinion to A. L. Roark, secretary of the state insurance board, indicates that classes of employment not included in the compensation act can be legally covered by employers' liability policies. Several companies had refused to write such policies because they understood the contract would be contrary to the state laws. Policemen, firemen, farm laborers, clerical workers and other classes are not included in the compensation act.

Pennsylvania Accidents Increase

HARRISBURG, PA., March 26.—Fatal and non-fatal accidents in Pennsylvania both show an increase of the first two months of this year as compared with 1929 and 1928, the compensation board reports. This year the number killed in industry was 343 as against 298 in 1929 and 306 the year before. In January and February there were 26,021 non-fatal, which is greater than the total for those months the previous two years.

Commissioner for Company Cover

TORONTO, March 26.—Speaking to the Insurance Institute of Toronto, O. E. Sharpe, formerly insurance superintendent of Quebec and now a member of the workmen's compensation board of that province, expressed the view that it is best for companies to write compensation business. The Quebec law, adopted two years ago, gives the employer the option of taking insurance from a company or entering the state fund.

Virginia Fund Committee Named

RICHMOND, VA., March 26.—Two members of the Virginia senate and three from the house comprise the commission which is to investigate the feasibility of setting up a state insurance fund for workmen's compensation insurance. The personnel of the committee was announced at a constructive session of the general assembly following the close of the regular session. The commission is to report at the 1932 session.

Name New Safety Engineers

SAN FRANCISCO, March 26.—H. Douglas Aspland, for the past four years one of the chief inspectors for the California Inspection Rating Bureau, has joined the Associated Indemnity as safety engineer and payroll auditor. Mr. Aspland is a graduate of the University of Michigan and his work for the inspection bureau has been highly complimented by Manager W. A. Chowen.

David A. MacWhirter of Knoxville, Tenn., who was for 11 years safety engineer and inspector for the group of casualty companies handling coal business in the south and middle west, has also joined the Associated Indemnity as safety engineer.

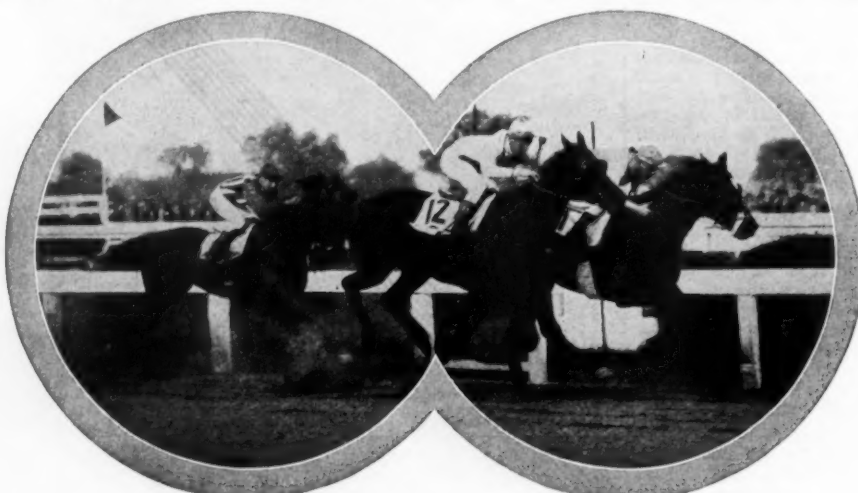
Condemns Compulsory Measures

ATLANTA, March 26.—Compulsory insurance for motorists as a means of reducing accidents was condemned by Howard Geldert, vice-president and chairman of the executive committee of the Casualty & Surety Agents Association of Georgia, in an address given to the Atlanta Motor Club. Mr. Geldert favors drivers' and operators' license and financial responsibility acts.

Withdraws "Equity Plan"

LANSING, MICH., March 26.—Threatened with revocation of its Michigan license, a large eastern company which has sent out circulars to agents announcing inauguration of a so-called "equity rating" plan has notified the Michigan department that it has withdrawn the circulars and will not attempt to use the plan in this state.

The Pennsylvania department has approved a charter for the **Williamsport Casualty Adjustment Bureau**. Incorporators are H. R. Noll, Montgomery; Kathleen Gilmartin and Charles F. Malloy, Williamsport.



'Model Youth' Blames Track Bets in \$20,000 Embezzlement

... SO ran the headline of a news item in a Baltimore newspaper.

It was the same old story. A youth of good family ... a red hot tip on the races ... sudden temptation ... a bet made with his employer's money--and lost.

Again and again he gambled, hoping to recoup. When the final accounting was made, \$20,000 of his employer's money had gone. And he wasn't bonded for a cent!

No employer can afford to gamble with temptation. Embezzlements, like fires, invariably occur when and where they are least expected. Fidelity Bonds not only make good the losses caused by dishonest employees, but actually serve as a deterrent to wrong-doing.

**FIDELITY AND DEPOSIT
COMPANY OF MARYLAND**
Baltimore

Fidelity and Surety Bonds  Burglary and Plate Glass Insurance

Centralize

Writing
Casualty and Surety
Business
In Forty-three
States

CAPITAL
\$1,000,000

SURPLUS
\$1,100,000

RESOURCES
\$4,000,000



FOR "FRIENDLY SERVICE"

Residence Liability

is only ONE of the ELEVEN cover-
ages in our NEW

ALL-IN-ONE —POLICY—

Many agents are striving for INCREASED PRODUCTION in 1930 and this NEW POLICY will materially aid them by opening a NEW FIELD for their salesmen.

SAMPLE POLICY and complete information will be forwarded upon request.

Address Your Letter to the Agency Department

CENTRAL SURETY AND INSURANCE CORPORATION

KANSAS CITY

DENNIS HUDSON
President

MISSOURI



- 1:00 P.M. —plate glass window in bank broken.
 1:10 P.M. —bank manager called Mohawk 1100.
 1:30 P.M. —American Glass Co. representatives arrive.
 3:00 P.M. —glass completely replaced.

Two hour plate glass replacement service illustrated by the above actual case is not unusual with this organization.

Failure to provide prompt replacement service loses more plate glass business than any other single factor. This factor is eliminated when you call Mohawk 1100—a number accustomed to receive hurry-up calls for plate-glass replacements.

A fleet of 14 trucks each with an experienced crew capable of giving rapid and efficient service is ready on an instant's notice to rush to your client's aid. Such prompt service keeps your plate glass business on the books.

Call Mohawk 1100

**AMERICAN
GLASS COMPANY**
 1030-42 North Branch Street
 CHICAGO

ACCIDENT AND HEALTH FIELD

WATCHING THE HEALTH END

Companies Are Cautious in Their Handling of It in View of Small Claims

While some companies are endeavoring to induce their agents to adopt the waiting period to a greater extent in selling health insurance, it is found that a large number feel that sales resistance is intensified if they are compelled to withdraw entirely the full coverage policy. All companies make a very material reduction in premiums where the waiting period is allowed. They find it necessary to keep the full coverage policy in the market to satisfy the agency force. Some companies are paying less commission on the health end of the premium. They find that the small claims run up the adjustment ratio very noticeably. So far this year the influenza and pneumonia claims in number do not at all reach the large numerical record of a year ago. The influenza winter epidemic started in 1928 in December and created considerable havoc. This year the claim ratio is about normal.

Watt With Washington Fidelity National

Paul W. Watt, former superintendent of the group division of the Aetna Life, goes to Washington Fidelity National in the capacity of manager of the group division.

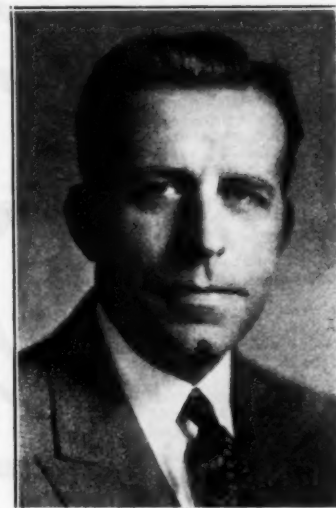
Mr. Watt, after graduating from Amherst in 1923, joined the group division of the Aetna Life. He attended the group insurance training school at the home office, after which he was assigned to Milwaukee to assist manager of group department there in developing group insurance lines in Wisconsin and northern Michigan.

In 1924 Mr. Watt was given charge of production of group business in Iowa. In 1927 he was promoted to superintendent of the group division at the home office.

Claim Electrocution Was "Accident"

Claim that death was accidental, and therefore the double indemnity clause on a \$12,500 life policy was liable, was made by Joseph and Esther Diamond in suit in Chicago against the New York Life under a policy carried by their son, Harry H. Diamond, who was electrocuted at the Indiana state penitentiary in 1924 for murdering his wife. Counsel for the New York Life met this much litigated point by the argument that under English common law a man executed for a crime forfeits his estate to the government, but attorneys

Joins Provident



WILBER V. WOOLEN

Wilber V. Woolen, formerly of Indianapolis, where he was Indiana supervisor for the Connecticut General, has joined the Provident Life & Accident of Chattanooga as field supervisor. He has been in insurance since 1924, first with the Travelers as Indiana supervisor.

for Diamond's parents said Indiana law does not contain such a provision.

Florida Cases Still Pending

TALLAHASSEE, FLA., March 26.—The Florida department has sent out a circular letter to all accident and health companies licensed in Florida asking them whether they have incorporated the special provisions in the body of their accident and health policies as the department has requested. Renewal certificates and all licenses which expired March 1 are being held up pending receipt of the information. No denials of renewal of certificates have yet been made, but it is expected that action will be taken in all cases where replies are not received within a reasonable length of time.

Forrester to Address Claim Men

Dr. C. R. G. Forrester, well known Chicago surgeon, will address the Chicago Claim Association at its meeting April 9 at the Hamilton Club. Dr. Forrester was scheduled as the speaker for the March meeting, but was unable to be present at that time.

FIDELITY AND SURETY NEWS

PRACTICES ARE CONDEMNED

National Association of Insurance Agents Takes Action on Contract Bond Evils

At the mid-year conference of the National Association of Insurance Agents, a statement was made regarding some practices of the surety business which were condemned. The statement adopted by the organization is as follows:

"The National Association of Insurance Agents looks with disfavor upon a reported practice in the surety business which indicates that in some parts of the country what are known as bid bonds on contract work are executed without a premium. We believe such a practice on the part of the agent so offering, or the company so permitting

the practice is inimical to the best interests of the surety business. It should be discontinued. Equally discreditable is the payment of a portion of the premium, by a company or agent to curry favor or obtain preferment, to one not connected with the insurance business, but in a position to influence the placing of bonds. We call upon ethical companies and agents to recognize the seriousness of either or both of these practices and instantly to abolish them wherever they exist."

Big Wisconsin Public Work Program

MILWAUKEE, March 26.—Surety men here find a tendency to let public work earlier than usual this year, with schedule running about a month ahead of previous seasons.

The construction program for state buildings alone already lists projects amounting to \$3,182,000 with an estimated \$2,300,000 to be spent by Milwaukee.

EMPLOYERS REINSURANCE CORPORATION

E. G. TRIMBLE, President
HOWARD FLAGG, Vice-Pres.

MISCELLANEOUS CASUALTY REINSURANCE
EXCLUSIVELY

Automatic Treaties — Facultative Service

Our entire staff is at your disposal to help solve your reinsurance problems. Excess outlet is not only an underwriting precaution, but a means of enlarging facilities for expansion. Our rates are built to show a profit for the Treatyholder.

OFFICES

HOME OFFICE—KANSAS CITY
INSURANCE BUILDING

CHICAGO
175 WEST JACKSON

LOS ANGELES
431 ROOSEVELT BLDG.

NEW YORK
111 JOHN STREET

CAPITAL . . . One and a Half Million
SURPLUS . . . Two and a Quarter Million
ASSETS Seven Million

kee city departments and nearly \$2,000,000 by the county for construction, maintenance and repair work.

With these numerous projects for public works, surety men maintain that they have a particularly good opportunity ahead of them for 1930.

Indianapolis Playing No Favorites

INDIANAPOLIS, March 26.—At the last meeting of the board of public works Mayor Sullivan announced in a speech to contractors on public works that he or his administration did not care from whom bonds were secured, so they were from reliable companies.

He declared that no one was nor could be authorized to represent that the administration favored one company more than another.

Lloyds Bonds Ruled Out

Guarantee bonds in London Lloyds, which is not authorized to operate in Minnesota, do not comply with the law requiring state banks to furnish bond, the attorney general's office rules. The statute provides that these bonds must be written by authorized carriers. Several banks had procured the London Lloyds cover and desired to retain it, but offered to furnish in addition nominal bonds of \$1,000 or so in an authorized company.

Liable for Sub-Contractor's Debts

BIRMINGHAM, March 26.—The Alabama supreme court has again held that a bonding company is liable for debts contracted by a sub-contractor. The decision of the lower court was reversed in the case of State vs. Southern Surety.

Report Variance in Michigan Rates

LANSING, MICH., March 26.—Rates being charged for contract bond business in this state are claimed by agents to be varying abnormally and creating an unsettled condition in that field. It has recently been reported that rates ranged from $\frac{1}{2}$ of 1 percent to 1 $\frac{1}{2}$ percent. The situation is attributed to excessive competition.

WITH BURGLARY UNDERWRITERS

BURGLARS INVADE WISCONSIN

Unemployment Blamed for Excursions of Chicago Criminals into Northern Woods Region

Wisconsin, heretofore deemed secure from invasion by burglars, is now the scene of criminal operations which are costing insurance companies heavy losses. "The simon pure state of Wisconsin has been violated," one manager of a casualty department stated.

Housebreaking is the most prevalent crime in Wisconsin. Underwriters have noticed a distinct increase in this type of crime throughout the country in recent months, attributing it to unemployment. In Wisconsin the criminals are burglarizing summer mansions, especially in the Lake Geneva region and along the Illinois-Wisconsin line, in the Rhinelander district and in the neighborhood of Eagle River.

Poorly Guarded

Most of these summer homes are owned by Chicagoans. They are richly furnished and many of them have no other protection than that of a none too competent caretaker, who visits the property once or twice a week. The caretaker is of little service in apprehending criminals or discouraging their operations. Practically his only use is to report the loss after it has occurred.

Police Still Efficient

Although Wisconsin, which from the crime standpoint has been a model state, is being exploited by outlaws, the state police system has not been deficient in the emergency. Several of the criminals have been caught and most of them have been discovered to have been Chicago

men who made excursions into the summer colony of Wisconsin.

Reviews Safe Deposit Risks

MILWAUKEE, March 26.—A. L. Fischer, secretary of the Gaedke-Miller Agency, was the principal speaker at the meeting of the Milwaukee Safe Deposit Association here last week. Mr. Fischer discussed "The Bank's Responsibility for Contents of Safe Deposit Boxes."

Writes Million Dollar Risk

The Equitable Casualty & Surety has written a policy for \$1,000,000 of burglary and \$1,000,000 of robbery insurance for three years on a bank in New York state. Because of the installation by the bank of protective features recommended by the underwriters, the company felt justified in assuming the risk. Negotiations were handled by Joseph J. Arnold, manager of the company's northern New York branch office.

PERSONALS

J. C. Heyer, vice-president of the Metropolitan Casualty, was in New Orleans last week, calling on his general agent, Steckler-Wagner.

J. Collins Lee, vice-president and secretary of the Hartford Accident, sailed from San Francisco on a boat which will take him through the Panama Canal and land in New York. He is accompanied by Mrs. Lee.

Frank G. Morris, president of the Standard Surety & Casualty of New York, contemplates an extended trip among agents. Starting the latter part of the month he will visit 11 states throughout the middle west, studying

general business conditions and particularly the prospects for developing the organization of the Standard Surety & Casualty.

H. J. Lofgren, vice-president of the National Surety Company, has been appointed treasurer of the company to relieve Chairman William B. Joyce of financial matters involving expenses, employment personnel, economy of management and other related subjects.

Mr. Lofgren joined the National Surety as a traveling auditor in the west 20 years ago after acting as cashier for William B. Joyce & Co. of St. Paul for three years. He has been comptroller of the National Surety Company for several years.

Inland Casualty Liquidated

The Inland Casualty of Hamilton, O., formed as a running mate for the Ohio Casualty, especially to write automobile business for the Ohio farmers, a fire company, has been liquidated and stockholders have received checks for their subscriptions, plus handsome accumulations on their funds invested since 1925. There was a working agreement between the Ohio Casualty and Ohio Farmers interests for the issuance of a combined automobile form. However, very little business was placed in the Inland Casualty and the Ohio Farmers last June organized the Ohio Farmers Indemnity.

Working on More States

NEW YORK, March 26.—Having issued revised automobile public liability and property damage rates for a number of states, the National Bureau of Casualty & Surety Underwriters is now at work on rate revisions for the balance of the country, the figures to be arranged according to state groups and to become operative when made public. When the first installment will be issued has not been determined, nor have the particular states to be affected.

Assets

\$3,644,597.55



HOME OFFICE BUILDING :: HAMILTON, OHIO

Surplus to Policyholders

\$1,100,628.56

THE OHIO CASUALTY INSURANCE COMPANY

HAMILTON, OHIO

**FULL COVER AUTOMOBILE — ACCIDENT — LIABILITY — PLATE-
GLASS—BURGLARY—FIDELITY AND SURETY BONDS**

NEWS OF THE COMPANIES

Aetna Cas. & Surety.—Assets, \$36,853,376; unearned prems., \$10,614,852; unpaid claims, \$4,938,065; liability reserve, \$1,997,100; work. comp. reserve, \$59,404; non-canc. acci. and health reserve, \$54,139; commissions, etc., due, \$611,075; capital, \$3,000,000; surplus, \$12,237,362. Experience:

	Premiums	Losses
Accident	\$ 188,560	\$ 138,380
Health	25,206	18,597
Non-canc. H. & A.	11,477	10,059
Auto liability.....	3,501,628	1,378,567
Other liability.....	82,279	20,225
Workmen's comp....	23,412	20,457
Fidelity	1,879,382	859,302
Surety	2,844,712	1,216,099
Plate Glass.....	598,566	228,771
Burglary and theft.	1,855,470	476,868
Steam boiler.....	31,065	12,103
Engine and machine	95,292	59,732
Auto prop. damage.	4,141,048	1,714,392
Other P. D. and Col.	110,002	27,525
Sprinkler	906,060	224,715
Totals	\$17,335,574	\$6,893,957

Federal Mutual Liab.—Assets, \$2,708,083; unearned prems., \$68,071; unpaid claims, \$17,997; liability reserve, \$309,080; work. comp. reserve, \$1,597,127; surplus, \$571,690. Experience:

	Premiums	Losses
Auto liability.....	\$ 38,822	\$108,367
Other liability.....	96,395	8,485
Workmen's comp....	2,234,137	948,710
Auto prop. damage..	17,467	27,516
Auto collision.....	253	28
Other P. D. and Col.	12,125	2,932
Totals	\$2,399,199	\$807,246

Texas Indemnity.—Assets, \$924,709; unearned prems., \$61,234; work. comp. reserve, \$252,383; capital, \$300,000; surplus, \$140,324. Experience:

	Premiums	Losses
Workmen's comp....	\$ 741,644	\$ 534,902

Manufac. & Wholesalers Indem., Exch., Cal.—Assets, \$242,024; unearned prems., \$63,766; unpaid claims, \$4,254; liability reserve, \$16,980; surplus, \$153,490. Experience:

	Premiums	Losses
Auto fire.....	\$ 15,472	\$ 4,582
Auto theft.....	13,594	3,231
Auto liability.....	91,475	16,194
Auto prop. damage.	40,464	14,190
Auto collision.....	13,344	4,969
Totals	\$ 174,352	\$ 43,170

Home Accident, Ark.—Assets, \$3,068,701; unearned prems., \$990,409; unpaid claims, \$145,072; liability reserve, \$406,089; work. comp. reserve, \$351,305; commissions, etc., due, \$197,157; capital, \$750,000; surplus, \$207,538. Experience:

	Premiums	Losses
Accident	\$ 18,068	\$ 1,479
Health	1,074	
Auto liability.....	815,370	459,652
Other liability.....	867,677	386,920
Workmen's comp....	731,255	478,833
Fidelity	34,693	37,836
Surety	137,510	16,880
Plate glass.....	30,629	8,929
Burglary and theft.	30,422	5,556
Sprinkler leakage..	2,637	4
Auto prop. damage.	347,171	124,910
Auto collision.....	267,252	137,346
Other P. D. and Col.	5,571	994
Workmen's collect..	145,811	80,963
Totals	\$3,435,140	\$1,740,302

Consolidated Indemnity & Ins., N. Y.—Assets, \$6,175,734; unearned prems., \$814,616; unpaid claims, \$40,812; liability reserve, \$10,350; statutory liability reserve, \$8,774; commissions due, \$172,179; capital, \$1,200,000; surplus, \$3,811,698. Experience:

	Premiums	Losses
Auto liability.....	\$ 120,162	\$ 293
Other liability.....	58,470	120
Statutory liability..	14,080	
Fidelity	76,895	5,801
Surety	615,061	46,455
Plate glass.....	22,762	6,115
Burglary and theft.	53,203	1,206
Auto prop. damage.	38,324	756
Auto collision.....	3,544	86
Other P. D. and Col.	999	
Forgery	18,559	1,081
Totals	\$1,022,059	\$ 56,914

West American Commercial, Cal.—Assets, \$1,797,676; unearned prems., \$1,009,331; npaid claims, \$100,084; liability reserve, \$62,760; work. comp. reserve, \$2,860; capital, \$250,000; surplus, \$200,406. Experience:

Auto liability..... \$ 124,877 \$ 47,557
Other liability..... —40
Workmen's comp.... 544 1,203
Auto

	Premiums	Losses
Auto liability.....	\$ 124,877	\$ 47,557
Other liability.....	—40	
Workmen's comp....	544	1,203
Auto	1,833,274	626,595
Totals	\$1,958,655	\$ 675,356

Auto-Owners, Mich.—Assets, \$1,519,618; unearned prem., \$861,073; unpaid claims, \$259,523; reserve for adj. expense, \$16,092; surplus, \$377,899. Experience:

	Premiums	Losses
Auto, all hazards...	\$1,722,147	\$ 849,946

Iowa Mutual Liability.—Assets, \$759,612; unearned prem., \$324,814; unpaid claims, \$20,618; liability reserve, \$144,747; work. comp. reserve, \$122,126; commissions, etc., due, \$21,448; surplus, \$116,900. Experience:

	Premiums	Losses
Accident	\$ 7,532	\$ 4,338
Auto liability.....	256,872	57,246
Other liability.....	18,390	1,007
Workmen's comp....	278,296	159,747
Burg. & theft, auto.	25	225
Auto prop. damage.	139,554	35,840
Auto collision.....	47,818	29,751
Other P. D. and Col.	2,272	651
Totals	\$ 750,759	\$ 288,805

Twentieth Cent., Ill.—Assets, \$454,713; unearned prems., \$9,542; unpaid claims, \$5,751; commissions, etc., due, \$1,325; capital, \$350,000; surplus, \$35,051. Experience:

	Premiums	Losses
Accident & health..	\$ 120,417	\$ 45,357

Lumber Mutual Cas., N. Y.—Assets, \$2,438,093; unearned prems., \$377,477; unpaid claims, \$24,097; liability reserve, \$233,567; work. comp. reserve, \$952,184; commissions, etc., due, \$529; surplus, \$662,760. Experience:

	Premiums	Losses
Auto liability.....	\$ 171,283	\$ 41,816
Other liability.....	55,096	4,341
Workmen's comp....	923,757	441,887
Auto prop. damage..	72,293	17,281
Auto collision.....	10,621	2,526
Other P. D. and Col.	5,782	315
Totals	\$1,238,832	\$ 508,166

American Mutual Indem., Ill.—Assets, \$64,925; unearned prems., \$46,697; unpaid claims, \$1,546; liability reserve, \$6,044; commissions, etc., due, \$1,322; surplus, \$7,379. Experience:

	Premiums	Losses
Auto fire and theft.	\$ 10,140	\$ 1,905
Auto liability.....	45,456	4,432
Auto prop. damage.	30,304	1,414
Auto collision.....	7,495	3,952
Totals	\$ 93,395	\$ 11,703

Allied Mutual, N. Y.—Assets, \$3,345,501; unearned prem., \$472,442; unpaid claims, \$55,443; liability reserve, \$444,803; work. comp. reserve, \$1,396,566; commissions, etc., due, \$30,998; surplus, \$760,013. Experience:

	Premiums	Losses
Auto liability.....	\$ 488,088	\$ 122,015
Other liability.....	316,118	156,847
Workmen's comp....	1,598,976	1,031,981
Plate glass.....		155
Auto prop. damage.	158,331	63,517
Auto collision.....	8,524	3,962
Totals	\$2,570,606	\$1,378,476

National Surety, N. Y.—Assets, \$48,040,092; unearned prem., \$12,642,057; unpaid claims, \$6,948,434; commissions, etc., due, \$730,937; capital, \$15,000,000; surplus, \$10,257,665. Experience:

	Premiums	Losses
Fidelity	\$ 7,024,001	\$3,175,334
Surety	6,080,146	1,065,374
Plate glass.....	75,803	32,708
Burglary and theft.	4,514,774	1,444,296
Credit	1,416,117	615,633
Totals	\$19,110,851	\$6,333,345

Lumber Mut.—Assets, \$11,638,981; unearned prem., \$3,731,513; unpaid claims (except liab. and work. comp.), \$471,740; liability reserve, \$2,319,651; workmen's comp. reserve, \$1,571,424; commissions, etc., due, \$170,478; voluntary reserves,

DETROIT FIDELITY AND SURETY COMPANY

HOMER H. McKEE, President
Detroit, Michigan

*Devoted entirely to
the underwriting of
Fidelity and Surety Bonds*

For information concerning representation,
communicate with:

GEORGE R. WENTZ,
Supt. of Agencies
P. O. Box No. 845
Detroit, Michigan

Underwriters Casualty Company

(a Wisconsin Stock Company)

123 Wisconsin Avenue

MILWAUKEE, WISCONSIN

You always feel at home and are comfortable and satisfied when you represent the Underwriters Casualty Company. Here is a company whose size does not make it unwieldy—a company whose officers you know by their first names—a company that makes you feel you are a part of it. And best of all you are able to write automobile insurance at independent rates.

Capital and Surplus \$400,000

Agency Connections Open in Illinois and Wisconsin

\$1,250,000; surplus, \$1,827,884. Experience:		
	Prem.	Losses
Accident	\$ 126,600	\$ 90,157
Auto liability	5,678,270	1,902,533
Other liability	345,976	64,111
Workmen's comp. ..	3,402,145	1,590,670
Fidelity	15,985	318
Plate glass	83,542	24,968
Burglary and theft.	58,888	26,547
Auto prop. damage.	2,188,215	674,653
Auto collision	247,412	88,350
Other P. D. and Coll.	15,687	3,541
Totals	\$12,162,720	\$4,465,848

Kentucky Central L. & A.—Assets, \$1,583,611; unearned prem., \$42,282; unpaid claims, \$3,000; commissions, etc., due, \$9,332; capital, \$400,000; surplus, \$281,400. Experience:

	Prem.	Losses
Accident and health.	\$2,416,076	\$1,078,520

General Reins. Corp., N. Y.—Assets, \$12,902,546; unearned prem., \$2,480,996; unpaid claims, \$2,566,156; liability reserve, \$2,303,818; work. comp. reserve,

\$1,064,338; non-canc. accident and health reserve, \$646,614; commissions, etc., due, \$50,686; capital, \$1,500,000; surplus, \$1,673,378. Experience:

	Prem.	Losses
Accident	\$ 182,291	\$ 114,971
Health	55,913	61,042
Non-canc. H. & A. ..	197,223	168,207
Auto. liability.....	1,934,055	704,662
Other liability.....	618,817	239,177
Workmen's comp....	636,761	394,893
Fidelity	357,866	197,260
Surety	468,388	280,822
Plate glass.....	41,431	15,321
Burglary and theft..	394,788	133,576
Steam boiler.....	24,971	.....
Engine and mach....	15,750	.....
Auto. prop. damage.	262,814	19,421
Auto. collision.....	105,203	44,937
Other P. D. and col.	37,304	4,803
Credit	9,654	.....
Totals	\$5,343,229	\$2,479,092

Pennsylvania Surety—Assets, \$2,602,389; unearned prem., \$630,128; unpaid claims (except liab. and work. comp.), \$247,272; liability reserve, \$229,798; workmen's comp. reserve, \$280,958; commis-

sions, etc., due, \$60,608; capital, \$500,000; surplus, \$419,307. Experience:

	Prem.	Losses
Accident	\$ 5,309	\$ 4,025
Health	—230	930
Auto liability	372,796	127,425
Other liability	117,643	27,699
Workmen's comp. ..	564,246	342,258
Fidelity	27,577	1,212
Surety	174,895	266,395
Plate glass.....	30,139	16,712
Burglary and theft.	58,346	24,936
Steam boiler	9,020	5,321
Engine and mach. ..	1,345	.....
Auto prop. damage.	164,597	91,212
Auto collision	28,817	15,215
Other P. D. and Coll.	8,903	3,676
Totals	\$1,563,408	\$ 927,022

U. S. Auto. Ex., Mo.—Assets, \$289,749; unearned prem., \$70,054; unpaid claims (except liab. and work. comp.), \$12,260; liability reserve, \$48,785; workmen's comp. reserve, \$10,745; surplus, \$132,614.

Amer. Mine Owners' Cas.—Assets, \$1,341,041; unearned prem., \$68,285; lia-

bility reserve, \$3,516; workmen's comp. reserve, \$668,055; capital, \$250,000; surplus, \$289,335. Experience:

	Prem.	Losses
Other liability	\$ 2,638	.....
Workmen's comp. ..	1,399,371	\$ 733,196
Totals	\$1,402,009	\$ 733,196

American Indem., Tex.—Assets, \$2,222,153; unearned prem., \$460,719; unpaid claims, \$425,192; liability reserve, \$212,572; work. comp. reserve, \$1,985; commissions, etc., due, \$51,502; capital, \$6,000,000; surplus, \$553,676. Experience:

	Prem.	Losses
Auto. liability.....	\$ 415,237	\$ 173,200
Workmen's comp....	.....	720
Fidelity	25,845	2,457
Surety	57,823	—15,458
Auto. property dam.	154,764	56,239
Auto. collision.....	124,159	92,657
Auto. fire & theft...	207,297	88,220
Totals	\$ 985,127	\$ 398,038

Continental Assur., Ill.—Assets, \$13,540,465; unearned prem., \$58,828; unpaid claims, \$28,408; non-canc. accident and

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health reserve, \$609; commissions, etc., due, \$6,621; capital, \$1,000,000; surplus, \$2,250,000. Experience:

	Prem.	Losses
Accident and health..	152	.....
Non-canc. H. & A....	113,384	\$ 12,478
Totals	\$ 113,536	\$ 12,478

Farm Bureau Mut., O.—Assets, \$1,711,093; unearned prem., \$1,254,329; unpaid claims, \$66,046; liability reserve, \$72,667; surplus, \$280,256. Experience:

	Prem.	Losses
Auto. liability.....	\$ 243,218	\$ 115,086
Auto. theft.....	66,983	9,140
Auto. prop. damage..	156,097	70,345
Auto. collision.....	389,044	150,767
Auto. fire	27,565	7,208
Totals	\$ 882,907	\$ 352,546

Pioneer, Neb.—Assets, \$339,507; unearned prem., \$61,264; unpaid claims, \$4,162; life reserve, \$32,094. Experience:

	Prem.	Losses
Accident and life...	\$ 156,736	\$ 48,420

Cont. Auto. Under., Ill.—Assets, \$390,148; unearned prem., \$113,700; unpaid claims, \$92,400; commissions, etc., \$31,559; surplus, \$112,962. Experience:

	Prem.	Losses
Auto tornado.....	\$ 1,836	\$ 63
Auto liability	411,933	188,170
Auto fire	32,136	11,408
Auto theft.....	45,342	18,144
Auto cargo.....	3,813	2,490
Auto prop. damage..	179,499	55,147
Auto collision.....	68,711	44,411
Policy fees.....	8,880	.....
Totals	\$ 752,153	\$ 319,836

Amer. Motorists—Assets, \$2,728,681; unearned prem., \$564,641; unpaid claims (except liab. and work. comp.), \$62,372; liability reserve, \$375,145; work. comp. reserve, \$543,919; commissions, etc., due, \$97,489; capital, \$500,000; surplus, \$382,925. Experience:

	Prem.	Losses
Accident	\$ 28,143	\$ 6,503
Auto liability	828,342	184,589
Other liability	88,403	10,580
Workmen's comp. ..	1,257,621	375,135
Auto. prop. damage..	289,347	61,495
Auto collision.....	20,530	7,078
Other P. D. and Coll.	5,513	633
Totals	\$2,517,899	\$ 646,013

Belt Casualty—Assets, \$303,653; unearned prem., \$1,243; liability reserve, \$553; commissions, etc., due, \$478; capital, \$200,000; surplus, \$100,128. Experience:

	Prem.	Losses
Auto liability	\$ 1,843	.....
Burglary and theft..	126	.....
Auto prop. damage..	357	.....
Auto collision.....	159	.....
Totals	\$ 2,487	.....

Ohio Cas.—Assets, \$3,644,597; unearned prem., \$1,575,567; unpaid claims, \$207,903; liability reserve, \$476,503; capital, \$600,000; surplus, \$500,628. Experience:

	Prem.	Losses
Accident	\$ 28,081	\$ 11,220
All automobile.....	2,714,666	1,419,164
Liability	66,292	13,750
Fidelity	27,500	9,919
Surety	135,927	2,068
Plate glass.....	111,883	37,774
Burglary and theft..	40,253	8,322
Steam boiler.....	74	20
Other P. D. and col.	5,541	1,123
Totals	\$3,130,223	\$1,503,863

Public Indemnity, N. J.—Assets, \$2,786,453; unearned prem., \$459,552; unpaid claims, \$18,476; liability reserve, \$28,058;

work. comp. reserve, \$5,680; commissions due, \$80,647; capital, \$500,000; surplus, \$1,678,078. Experience:

	Prem.	Losses
Accident	\$ 20,850	\$ 1,627
Health	18,294	658
Auto. liability.....	292,173	9,933
Other liability.....	23,018	337
Workmen's comp....	50,909	3,737
Fidelity	8,922	230
Surety	42,135	.....
Plate glass.....	7,257	501
Burglary and theft..	27,408	150
Auto. prop. damage..	88,461	3,243
Auto. collision.....	23,580	1,097
Other P. D. and col.	1,507	4
Totals	\$ 604,514	\$ 21,517

Yorkshire Indem., N. Y.—Assets, \$1,231,518; unearned prem., \$250,727; unpaid claims, \$76,833; liability reserve, \$266,022; commissions, etc., due, \$43,150; capital, \$300,000; surplus, \$262,784. Experience:

	Prem.	Losses
Auto. liability.....	\$ 466,812	\$ 164,924
Auto. prop. damage..	224,557	92,618
Auto. collision.....	19,313	13,299
Totals	\$ 710,683	\$ 270,842

New Jersey Mfrs. Cas., N. J.—Assets, \$4,003,648; unearned prem., \$939,138; liability reserve, \$361,222; work. comp. reserve, \$1,254,102; capital, \$100,000; surplus, \$876,387. Experience:

	Prem.	Losses
Auto. liability.....	\$ 552,266	\$ 225,611
Other liability.....	139,062	41,831
Workmen's comp....	2,653,056	1,410,021
Totals	\$3,344,384	\$1,677,453

Collins Visited Kansas City

KANSAS CITY, MO., March 26.—J. P. Collins, agency supervisor for the National Casualty and president of the National Association of Accident & Health Managers Clubs, was in Kansas City last Saturday. He discussed the progress of the Kansas City Accident & Health Managers Club and general association matters with Douglas Marks, regional vice-president of the National association and Southern Surety agent.

Would Bond All Stock Brokers

ALBANY, N. Y., March 26.—Assemblyman Louis A. Cuvillier has introduced a bill requiring stock brokers to secure a license from the superintendent of banks and to file a surety bond of \$100,000 as a condition precedent to a license. If the 30,000 stock brokers each took out a bond this would mean a bonding business of \$3,000,000,000 a year.

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ACCIDENT & HEALTH DEPARTMENT

Premiums and Losses in 1929 in NEW JERSEY on All Casualty Lines

	Total		Auto Liab.		Other Liab.		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary		Prop. D. & Col.	
	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses
Aero Indem. ...	7,878				4,615		1,566									
Aetna Cas.	930,160	382,186	242,304	100,456	3,177	454	4,523	3,525	212,436	89,678	23,440	9,905	70,578	13,853	338,062	146,024
Aetna Life	1,566,860	800,517	542,529	271,829	107,604	18,138	574,741	346,024								
Alliance Cas.	195,156	25,982	81,380	7,810	19,526	1,793	30,641	7,428	20,773		2,914	226	7,934	45	21,229	8,680
Allied Mut. Liab.	107,806	59,603	15,154	5,670	12,530	475	73,287	50,965			8				6,829	2,493
American Auto. ...	555,947	259,671	479,445	189,373											76,502	70,298
Am Bonding, Md.	1,108	—480							657	—480						
American Cas. ...	565,529	304,831	278,940	141,215	29,343	18,144	70,705	56,336			16,143	7,562	9,983	3,566	130,607	69,764
Amer. Employers. ...	205,295	85,564	85,639	29,641	10,129	2,532	48,809	33,622	14,940	64	3,952	1,042	2,410	1,464	37,025	17,174
Amer. Mut. Liab.	1,113,518	577,784	150,809	25,641	37,286	7,090	850,985	519,461			18				68,550	25,592
American Motor ...	55,006	328	16,775	110	4,064		27,001								7,116	218
Amer. Reins. ...	98,354	38,856	68,153	37,119	17,563		5,554						2,289	1,737	3,823	
Amer. Surety ...	474,342	54,108	11,963		2,149		2,711	416	414,204	43,632	8,322	2,026	32,461	7,995	2,532	339
Belt Cas.	1,005		589										83		333	
Bak. Mu., N. Y. ...	37,092	9,336			6,790	581	30,293	8,755								
Bankers Indem. ...	1,225,710	534,993	602,769	284,239	47,433	13,742	203,279	89,562	37,293	6,000	22,604	8,626	16,592	5,630	253,560	120,210
Butch. M. C., N. Y.	3,139	595					3,139	595								
Car & General ...	69,595	43,234	48,391	28,671	164		1,412				953	421	30		18,645	14,142
Central West Cas.	4,983	1,046	2,542	750	127		79		706		7				1,522	296
Cent. Sur., Mo. ...	36,292	13,822	15,927	5,423							13,121	7,428			7,139	971
Century Indem. ...	330,862	125,997	134,730	43,381	22,088	3,423	74,047	40,399	14,162	20	3,527	1,723	11,183	4,499	62,396	31,047
Citizens Cas. ...	1,074		726												348	
Columbus Cas. ...	221,367	93,745	86,100	28,981	10,086	1,730	50,410	27,193	16,985	3,541	5,243	1,995	9,514	1,460	38,773	17,845
Commerce Cas. ...	13,443		8,349		611		334				544		565		2,949	
Commercial Cas. ...	2,089,983	1,049,610	648,802	359,057	96,860	50,332	533,610	362,954	152,764	22,066	40,196	16,697	40,705	7,112	287,286	143,068
Com'nw'th Cas. ...	1,643,162	988,538	1,180,440	697,965	9,357	430			23,112		15,198	5,671			378,424	271,914
Concord C. & S. ...	24,266		16,226		594		1,730								5,740	
Conn. Pl. Glass. ...	20	9									29	9				
Consolid. Indem. ...	54,344	285	10,390		641				35,496		278		1,797		5,742	285
Constitu. Indem. ...	233,086	118,819	53,857	39,570	11,129	2,693	74,696	41,798	45,495	7,903	2,616	933	3,417	1,418	38,924	23,766
Continental Cas. ...	415,687	165,962	120,371	34,724	16,717	6,734	61,945	32,290	26,060	—6,236	4,278	2,997	6,271	987	50,591	19,525
Detroit F. & S. ...	50,513	—12,739							50,513	—12,739						
Eagle Indem. ...	256,139	112,708	114,463	66,599	17,984	6,309	46,265	16,693	8,855	6,711	4,180	1,671	12,753	2,174	47,797	17,057
Employers. Liab. ...	1,316,106	417,509	362,077	72,474	106,599	35,154	553,660	243,682	7,295	855	10,729	2,692	30,593	7,764	178,061	49,469
Empl. M., N. Y. ...	13,336	7,585	2,692		1,180		8,071	7,493			24				1,369	92
Empl. Reins., Mo.	81,750	8,659	50,090	924	8,456	85	13,011	2,787	75				2,943	421	1,199	
Equit. C. & Sur.	128,454	35,050	58,468	10,288	12,180	2,805			10,405	9,099	5,094	414	4,207	1,750	38,100	10,694
Eureka Cas. ...	19,746	5,200	44		39		7,228	5,033	11,878			36	363	80	194	51
Ex' Fd. & P. G. ...	34,369	10,334							909		33,460	10,334				
Eur. Gen. Reins. ...	344,895	109,376	122,552	39,054	17,984	15,032	795		35,822	—90			57,470	15,674	571	174
Excess of Amer. ...	97,040	28,450	51,483	5,153	24,142	17,030	5,869	2,031	5,561				4,169		4,295	4,236
Fed. Mut. Liab. ...	42,054	3,961	2,108	201	4,128	108	33,745	3,580							2,073	72
Export Indem. ...	3,536		2,656												880	
Factory Mut. Liab.	148,463	28,398	103,862	16,007											44,691	12,391
Fid. & Cas. ...	1,315,909	654,450	391,153	226,937	77,997	45,196	259,416	195,354	140,109	15,979	23,926	6,293	62,037	15,320	159,542	91,957
Fid. & Deposit ...	639,862	171,072							513,154	129,577	8,404	2,749	118,304	38,746		
First Reins. ...	60,402	16,472	10,329	1,687	3,650								1,949		9	179
Franklin Surety ...	50,299	1,278	25,600	129	3,274				4,018			10	4,608	651	12,196	488
Federal Sur. ...	12,194	583	3,698		1,926		3,324		220	446	840		466		1,538	15
General Acci. ...	1,076,611	505,297	454,056	228,165	84,125	21,372	288,939	155,728			7,715	2,931	16,184	5,098	183,937	76,429
Gen. Cas. & Sur.	138,515	111,819	67,591	52,169	4,324	3,160	22,097	24,824	11,433	17,843	2,997	1,622	287	18	29,711	12,183
Gen. Indem. ...	3,561	46											3,561	46		
Gen. Reins. ...	384,470	157,783	196,973	108,070	39,452	7,934	30,591	1,782	26,571	3,892			33,306	5,765	18,810	44
Georgia Cas. ...	232,179	136,666	113,220	66,722	20,910	12,516	32,030	24,126	15,683	6,901	2,820	1,519	4,751		47,516	24,882
Gl. Falls Indem. ...	263,708	47,890	143,849	20,605	9,415	334	16,361	2,733	16,318	2,768	5,077	963	4,736	225	58,195	18,238
Globe Indem. ...	2,085,993	943,256	707,807	250,197	125,548	33,245	621,773	427,610	167,564	53,598	29,371	9,542	68,974	26,465	318,319	130,890
Gt. Amer. Ind. ...	418,165	213,976	178,499	100,052	30,209	5,760	94,986	64,607	20,323	1,604	7,498	3,254	11,052	3,724	68,432	33,490
Gr. City S. & Ind.	8,060								8,960							
Guar. of N. A. ...	2,473								2,473							
Guardian, N. Y. ...	21,217	15,828	7,731	680	530		3,083	2,403	7,912	12,212			167		1,758	533
Hrdw. Mut. Cas. ...	31,560	6,304	20,799	3,152	223						1,083	299			9,426	2,853
Hartford Acci. ...	1,846,628	916,462	660,282	309,039	110,639	47,279	527,875	357,557	146,406	33,894	21,493	8,875	77,525	33,425	265,466	115,352
Hudson Cas. ...	722,752															

	Total		Auto Liab.		Other Liab.		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary		Prop. D. & Col.	
	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses
Travelers Indem.	685,281	214,151	14	.....	11,625	1,547	.....	.....	.....	.....	29,463	9,204	87,786	26,116	408,939	177,254
Transport. Ind.	41,393	5,036	21,823	1,384	2,710	26	3,138	123	.....	.....	805	19	848	115	12,049	3,369
Union Indem.	471,463	230,437	159,507	81,942	25,526	7,579	97,475	72,404	40,604	9,782	13,484	5,018	42,592	9,619	68,905	28,260
U. S. Cas.	765,987	378,522	311,848	173,512	56,323	18,834	216,494	117,763	4,498	.....	14,033	5,189	19,535	5,061	114,380	50,637
U. S. F. & G.	2,506,576	1,037,210	577,910	240,555	247,504	88,410	787,324	488,086	468,576	39,846	31,891	16,079	62,885	20,078	263,437	118,773
U. S. Guar.	193,370	20,187	113,537	11,914	1,933	.....	110	6	23,000	750	.....	.....	22,476	.....	31,658	7,517
Univ. Ind., N. J.	19,256	6,203	19,256	6,203	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Utica Mut.	38,191	23,471	8,379	1,000	930	.....	24,424	20,653	.....	.....	.....	.....	.....	.....	4,458	1,818
Western Cas.	22,215	17,970	.....	.....	.....	.....	32,215	17,970	.....	.....	.....	.....	.....	.....	.....	.....
Yorkshire Indem.	38,859	14,411	26,684	9,446	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	12,175	4,965
Zurich	670,053	353,128	204,813	103,728	82,331	39,292	256,768	152,089	.....	.....	2,849	968	20,984	4,191	96,745	51,049
Washington Cas.	80,682	6,617	56,104	2,517	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	24,578	4,100
Total 1929	\$54,738,502	\$24,168,608	\$18,246,106	\$7,894,911	\$2,750,406	\$935,865	\$14,868,532	\$5,786,184	\$4,500,654	\$809,306	\$847,484	\$328,283	\$1,543,608	\$396,631	\$6,893,282	\$3,051,892
Total 1928	48,367,603	21,070,374	15,468,164	6,544,938	2,516,332	674,125	13,047,006	7,559,007	3,994,826	1,095,945	956,318	330,910	1,509,310	366,358	6,094,091	2,635,944

*Total of all casualty business, including classes shown below. Company totals above include other classes shown in groups below.

Companies Writing Other Classes of Casualty Business in NEW JERSEY

ACCIDENT AND HEALTH				Premia.		Losses		Premia.		Losses		Premia.		Losses		
Premia.		Losses														
Aetna Cas.	.....\$	14,332	3,877	Mass. Bonding.....	24,987	22,619	Equit. L. N. Y.	26,176	15,611	Lloyds Cas.	.....	26	.....		
Aetna Life	.....	334,865	155,002	Mass. Prot.	204,316	94,998	Europ. Gen. Re.	25	1,691	N. Y. Indem.	.....	5,820	.....		
Amer. Cas.	.....	20,718	8,244	Metropol. Cas.	23,060	4,555	First Reins.	2,080	1,048	Ocean Accel.	.....	11,900	416	.....	
Amer. Employ.	.....	1,121	25	Metropol. Life	760,201	362,260	General Re.	9,677	11,929	Royal Indem.	.....	8,165	905	.....	
Amer. Reins.	.....	904	.....	Monarch Accel.	47,100	16,425	Mass. Cas.	55	.....	Travelers Ind.	.....	39,548	1,519	.....	
Alliance Cas.	.....	1,059	.....	Mass. Cas. Mut. Cas.	26	184	Mass. Accel.	25,982	8,756	Union Indem.	.....	840	.....	.....
Amer. Motorist	.....	50	.....	Merchants Mut. Cas.	210	.....	Metropol. Life	7,071	8,597						
Bank Ind., N. J.	.....	42,180	6,984	Nat. Accel. & Health	77,658	26,113	Monarch Accel.	7,632	3,848	Total, 1929	.....	\$350,445	\$32,358	.....	
Ben. Ry. Emp.	.....	40,473	18,163	National Cas.	29,337	7,285	Missouri St. Life	7,881	6,447	Total, 1928	.....	359,668	18,949	.....	
Brother. Accel.	17,307	10,618	Nat. L. U. S. A.	372	2,617	Travelers Mut.	60,674	17,604	ENGINE & MACHINERY						
Central Sur.	.....	32	.....	New Amster.	18,753	21,087	Ridgely Prot.	4,285	1,395	Premia.		Losses			
Century Indem.	.....	7,729	1,505	N. Y. Indem.	4,605	451	Southern Sur.	1,187	.....	Aetna Cas.	.....	—2,933	191	.....	
Columbia Cas.	.....	4,826	11,900	No. Am. Accel.	105,680	49,803	Travelers	6,178	5,234	Amer. Employ.	.....	2,912	.....	.....
Columb. Mut.	.....	3,687	616	Norwich Un.	3,496	204	Travelers Ind.	56	.....	Amer. Reins.	.....	—57	.....	.....
Columb. Nat.	.....	7,925	1,847	Ocean Accel.	37,068	12,650	United Life & Accel.	3,580	6,046	Columbia Cas.	.....	—737	.....	.....
Commerce Cas.	.....	91	.....	Penn. Cas.	14,061	9,470	U. S. F. & G.	100	.....	Consolidated Indem.	.....	87	.....	.....
Coml. Casualty	.....	280,758	89,324	Peerless Cas.	1,330	1,569				Eagle Indem.	.....	113	.....	.....
Comm'lth Cas.	.....	36,631	12,558	Pacific Mut.	34,633	15,603	Total, 1929	\$247,779	\$113,982	Employers Liab.	.....	31,590	.....	.....
Conn. Genl.	.....	93,303	31,346	Phoenix Indem.	1,249	604	Total, 1928	429,135	216,328	Europ. Gen. Re.	.....	4,598	.....	.....
Constitution Ind.	.....	2,918	748	Preferred Accel.	24,048	5,844	CREDIT				Fidelity & Cas.	.....	5,287	696	.....
Cont. Cas.	.....	105,848	67,622	Prudential	19,997	3,178	Premia.		Losses		General Reins.	.....	205	.....	.....
Eagle Indem.	.....	510	4,732	Penn. Ind.	1,285	205	Amer. Cred. Ind.	37,709	21,954	Hartford St. B.	.....	84,123	38,667	.....	
Eastern Cas.	.....	22,396	12,927	Penn. Sur.	431	619	Gen. Reins.	95	.....	Independ. Ind.	.....	649	7	.....	
Empl. Reins.	.....	5,537	4,442	Ridgely Prot.	5,619	6,502	London Guar.	5,598	1,444	Inter. Reins.	.....	—17	.....	.....
Empl. Liab.	.....	23,933	5,160	Royal Indem.	26,845	10,104	National Sur.	31,992	3,205	London Guar.	.....	12,496	1,043	.....	
Equit. Life, N. Y.	.....	9,692	8,994	Public Indem.	36,353	2,257	Inter-Reins.	759	.....	Maryland Cas.	.....	12,138	460	.....	
Europ. Gen. Re.	.....	102,130	37,841	Southern Sur.	7,382	908	Ocean Accel.	1,367	—5,918	Mutual Boiler	.....	1,095	.....	.....
Excess of Am.	.....	795	.....	Stand. Accel.	36,145	4,660	U. S. F. & G.	551	16,260	N. Y. Indem.	.....	1,831	.....	.....
Federal Cas.	.....	3,202	1,621	Sun Indem.	5,110	678	Total, 1929	\$78,071	\$36,845	Ocean Accel.	.....	544	1,578	.....	
Federal Sur.	.....	182	122	Sunthern Aid	12,646	.....	Total, 1928	80,208	96,056	Royal Indem.	.....	1,982	.....	.....
Fidelity & Cas.	.....	159,168	54,782	Standard Life	84	100	STEAM BOILER				Travelers Ind.	.....	15,118	3,015	.....
First Reins.	.....	41,467	12,558	Travelers	571,193	237,040	Premia.		Losses		Total, 1929	\$171,810	\$45,637	.....	
Frat. Protect.	.....	9,125	3,246	Travelers Ind.	2,732	1,426	Aetna Cas.	—329	.....	Total, 1928	.....	267,357	53,824	.....	
Gen. Cas. & Sur.	105	Twent. Cent. L.	4,023	1,534	Amer. Employ.	—661	SPRINKLER LEAKAGE						
General Accel.	.....	40,896	15,574	Union Ind.	22,570	6,433	Amer. Reins.	125	.....	Premia.		Losses			
General Reins.	.....	27,723	18,367	U. S. Casualty	28,856	7,526	Columbia Gas.	167	.....	Aetna Cas.	.....	24,221	13,199	.....	
Globe Indem.	.....	46,637	11,669	U. S. F. & G.	66,938	19,123	Cont. Gas.	53	.....	Indem. of N. A.	.....	258	.....	.....
Gr. Amer. Indem.	.....	7,146	1,485	United Cas.	5,801	1,829	Eagle Indem.	3,219	762	Maryland Cas.	.....	5,080	1,090	.....	
Glens Falls Indem.	.....	9,757	2,024	Wash. Fid. Nat.	241,186	78,188	Empl. Liab.	11,634	259	Total, 1929	.....	\$20,568	\$14,289	.....	
Guardian Cas.	.....	56	.....	Zurich Gen. Accel. & L.	5,563	1,811	Europ. Gen. Re.	2,720	.....	Total, 1928	.....	27,688	11,003	.....	
Hartford Accel.	36,953	11,041	Total, 1929	\$4,202,143	\$1,731,138	Excess of Am.	726	LIVE STOCK						
Hardware Mut.	.....	29	.....	Total, 1928	3,606,897	1,686,765	Fidelity & Cas.	37,364	1,842	Premia.		Losses			
Indep. Bond & Cas.	.....	146	.....	NON-CANCELLABLE H. & A.						Hartford Accel.	.....	—11	.....	.....
Indem. No. Amer.	.....	27,660	4,784	Premia.		Losses				Hartford L. S.	.....	40	1,276	.....	
Inter-Ocean Cas.	.....	17,174	3,761	Aetna Cas.	358	1,034	General Accel.	779	.....	Indem. of N. A.	.....	9,648	.....	.....
Inter-Reins.	.....	2,040	1,083	Aetna Life	7,130	9,526	General Reins.	1,067	.....	Total, 1929	.....	\$9,677	\$1,275	.....	
Lumber. Mut. Cas.	.....	1,990	138	Columb. Nat.	2,336	.....	Penn. Sur.	.....	.....	Total, 1928	.....	5,874	2,950	.....	
London Guar.	15,094	3,130	Conn. Genl.	48,028	6,952	Hfords. St. B.	181,188	24,921	(Minnesota casualty table printed in issue of March 20)						
London & Lanc.	.....	6,846	1,473	Cont. Assur.	2,248	945	Mutual Boiler	13,643	.....						
Loyal Prot.	.....	9,116	5,800	Cont. Cas.	23,601	7,319	Independ. Ind.	2,242	216						
Maryland Cas.	.....	58,206	30,854	Cont. Cas.	23,601	7,319	Inter. Reins.	82	108						
Mass. Accel.	38,608	23,586	Empl. Reins.	439	London Guar.	8,289	610							
				Empl. Liab.	25	Maryland Cas.	20,471	1,701							

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Fire Insurance Figures by States

NEW YORK

(CONTINUED FROM PAGE 17)

F.—FIRE; T.—TOTAL

	Premia.	Losses
Continental	F. 3,471,093	1,555,698
Cosmopolitan	T. 4,581,929	2,141,441
Church Properties	F. 111,630	14,090
Commercial Union	T. 112,442	14,152
Commerce	F. 6,174	.....
Colonial States	F. 137,691	46,642
Commonwealth	F. 157,405	60,645
Excelsior	F. 277,180	119,031
Franklin National	T. 335,930	140,437
Grain Dealers	F. 61,748	11,312
National Mut., Ind.	F. 151,280	46,035
Hardware Dealers	F. 341,486	198,413
Mutual, Wis.	T. 392,789	227,447
Holyoke Mut., Mass.	F. 91,071	45,913
Ind. Lum. Mut.	T. 100,840	49,324
Lumbermen's Mut., O.	F. 43,503	11,989
Merchants Mut., R. I.	T. 49,348	16,557
Merch. & Farm. Mut.,	T. 52,436	526,475
Mess.	T. 162,026	55,603
Mercantile Mut., R. I.	T. 184,453	28,080
Mechanics Mut., R. I.	T. 202,051	31,965
Mfrs. Mut., R. I.	F. 7,746	1,835
Manton Mut., Pa.	F. 134,482	31,668
Merrimac Mut., Mass.	T. 135,375	31,781
Millers Mut., Ill.	F. 155,776	37,922
Michigan Millers	T. 178,276	44,622
Millers Nat. Mut.	T. 22,189	10,040
Millers Nat. Mut.	T. 22,253	13,009
Ohio Farmers Mut.	F. 2,848	1,098
Ohio Mut. Mut.	F. 10,847	5,058
Ohio Hdwr. Mut.	T. 10,902	6,573
Quincy Mut., Mass.	F. 17,672	7,775
R. I.	T. 17,683	18,883
National Mut., Pa.	F. 29,453	12,958
Nat. Ret. Mut., Ill.	T. 29,472	13,137
Ohio Mutual	F. 39,619	1,768
Narragansett Mut.,	T. 39,619	2,100
R. I.	F. 84,077	23,299
Northwestern Mut.,	T. 129,487	36,071
Wash.	F. 65,359	22,467
Ohio Millers Mut.	T. 66,774	22,570
Quincy Mut., Mass.	F. 170,623	77,594
Phila. Mfrs. Mut.	T. 175,499	77,891
Pa. Lumbermen's Mut.	F. 348,334	182,191
Pa. Millers	T. 359,043	184,481
Mech. & Traders, La.	F. 263,070	115,280
Middlesex Mut., Mass.	T. 292,619	125,398
Mill Owners Mut., Ill.	F. 23,993	4,816
Mill Owners, Ia.	T. 68,501	15,265
Millers Mut., Pa.	F. 68,768	18,286
Millers Mut., Tex.	F. 10,378	283
Minn. Imp. Mut.	F. 38,531	8,220
Mutual Fire, Me.	T. 42,247	12,058
Pawtucket Mut., R. I.	F. 6,056	2,654
Paper Mill Mut., Mass.	T. 5,328	3,279
Protection Mut., Ill.	F. 117,434	538,050
Twinn Mut., Mass.	T. 129,259	42,143
Ret. Hdwr. Mut., Minn.	F. 31,168	755
Rub. Mfrs. Mut., Mass.	T. 31,211	755
Standard Mut., Pa.	F. 6,744	1,809
State Mut., R. I.	T. 9,930	5,982
United Mut., Mass.	F. 147,268	38,919
West. Mill. Mut., Mo.	F. 112,872	69,954
Wor. Mfrs. Mut., Mass.	T. 113,779	66,786
Union Mut., R. I.	T. 184,524	91,915
N. A. Int.-Ins., N. Y.	F. 8,920	1,631
N. Y. F. & M. Und.	F. 8,554	2,812
Norw. Und., N. Y.	T. 80,202	24,192
Lloyds Amer., N. Y.	F. 83,963	35,476
Lloyds New York	F. 67,783	40,343
Merch. Und., N. Y.	F. 68,795	40,417
Individual Und.	F. 65,178	14,213
Fireproof Sprink. Und.	F. 66,278	14,213
Amer. Exch. Und.	T. 136,022	17,250
Allied Und., M. Y.	T. 137,527	17,369
Met. Inter-Ins., N. Y.	F. 11,660	658
Lum. Und. All., Mo.	F. 37,473	9,163
Mfrg. Lum. Und., Mo.	T. 86,148	26,697
	F. 6,490	5,055
	T. 4,514	4,272
	F. 10,514	5,812
	F. 42,267	39,330
	T. 47,483	41,857
	F. 110,593	22,281
	T. 112,842	22,436
	F. 92,927	7,700
	T. 93,022	9,074
	F. 98,806	7,693
	T. 29,453	12,958
	F. 29,472	13,137
	F. 1,004	775
	T. 35,343	15,549
	F. 35,367	21,765
	T. 91,653	17,057
	T. 218,782	42,799
	F. 14,663	4,511
	T. 15,027	4,536
	F. 18,069	16,042
	T. 14,795	462
	F. 14,895	462
	T. 28,377	2,752
	F. 2,019	254
	F. 704	254
	F. 17,980	37,293
	F. 127	.....
	F. 4,483	122
	F. 20	1,849
	F. 34,011	16,084
	F. 14,778	2,441
	F. 161,050	2,110
	F. 2,230	.....
	F. 16,590	1,767
	F. 11,630	3,444
	F. 10,311	4,512

F.—FIRE; T.—TOTAL

	Premia.	Losses
Sub. Recip. Exch., Mo.	F. 23,517	622
Und. Exch., Mo.	F. 18,525	19,046

MINNESOTA

F.—FIRE; T.—TOTAL

	Premia.	Losses
British Amer.	F. 6,959	904
British General	T. 10,152	1,581
British & Foreign	F. 234	109
Caledonian	T. 21,410	56,207
Commercial Un., Eng.	F. 41,913	12,899
Century	T. 47,236	14,391
Indemnity Mutual	F. 47,415	29,206
Eagle Star	T. 88,219	41,188
London & Scottish	F. 3,150	1,297
London & Lanc.	T. 3,387	1,297
London & Provincial	F. 14,398	5,092
London Assurance	F. 46,548	9,964
Law, Union & Rock	T. 60,066	15,574
Liverp. & Lond. & G.	F. 3,060	1,727
Marine, Eng.	T. 3,309	2,132
Norwich Union	F. 41,912	17,025
No. British & Merc.	T. 47,700	22,200
Northern, Eng.	F. 3,961	819
Netherlands	T. 15,653	7,096
Phoenix, Eng.	F. 55,143	20,189
Palatine	T. 64,851	23,683
Royal Exchange	F. 13,790	4,709
Royal	T. 16,365	5,053
Svea	F. 152,291	61,234
Standard Mar., Eng.	T. 192,766	71,187
Sun	F. 6,626	23
Sea	F. 122,955	59,238
Takia	T. 147,058	69,416
Scottish Un. & Natl.	F. 145,139	55,605
Western, Canada	T. 178,794	64,908
Urbaine	F. 102,293	40,492
State Assurance	T. 115,358	45,482
Union Marine	F. 5,410	1,039
Union, France	T. 6,323	1,046
Union, Eng.	F. 85,234	42,071
Union, China	T. 134,951	72,951
Yorkshire	F. 25,749	9,311
Amer. Central	T. 28,404	11,797
Aero	F. 21,327	7,909
American Eagle	T. 27,080	7,922
American, N. J.	F. 177,714	67,300
American Colony	T. 218,726	85,365
Amer. F. & M.	F. 81,978	29,720
Anchor	T. 89,566	32,167
American Auto.	F. 33,477	31,683
American Alliance	T. 86,036	28,072
Aetna	F. 105,828	36,049
American Union	T. 21,774	35,778
Amer. Druggists	F. 14,946	5,826
Amer. Merch. Mar.	T. 116,613	49,343
Amer. Constitution	F. 137,553	59,435
American Home	T. 11,116	18,971
Automobile	F. 20,885	22,338
Agricultural	T. 98,787	32,299
Alliance, Pa.	F. 104,064	35,300
Amer. Alliance	T. 24,329	14,441
Associated F. & M.	F. 27,487	16,858
American & Foreign	T. 342	1,613
American Equitable	F. 1,073	1,463
Baltimore Amer.	T. 8,669	2,148
Boston	F. 9,417	2,306
Bankers & Shippers	T. 1	.....
Buffalo	F. 14,676	33,446
	T. 30,660	5,554
	F. 91,279	36,399
	T. 55,895	26,275
	F. 60,185	28,619
	T. 12,890	1,440
	F. 51,298	38,507
	T. 70,948	45,377
	F. 207,736	100,703
	T. 275,458	123,620
	F. 6,301	4,463
	T. 6,311	4,546
	F. 18,318	1,992
	T. 19,646	2,124
	F. 4,432	1,080
	T. 4,972	1,083
	F. 11,617	3,478
	T. 26,816	9,493
	F. 33,220	11,186
	T. 453,997	234,392
	F. 597,226	278,695
	T. 4,644	1,733
	F. 5,078	1,932
	T. 11,025	3,252
	F. 137	713
	T. 154	720
	F. 2,206	6
	T. 2,319	6
	F. 2,816	6
	T. 3,195	15
	F. 72,261	41,366
	T. 226,607	90,657
	F. 147,419	63,243
	T. 204,564	85,681
	F. 47,121	16,174
	T. 66,427	29,335
	F. 26,816	9,493
	T. 33,220	11,186
	F. 9,424	.....
	T. 11,167	.....
	F. 9,402	3,520
	T. 16,795	4,597
	F. 60,494	38,563
	T. 83,456	43,485
	F. 3,137	276
	T. 3,471	293
	F. 167,970	71,863
	T. 258,393	99,422
	F. 18,824	5,576
	T. 14,472	5,951
	F. 31,528	12,227
	T. 32,363	18,312

F.—FIRE; T.—TOTAL

		Premia.	Losses
		\$	\$
Brooklyn	F.	10,654	722
	T.	13,848	799
Bronx	F.	8	.....
Commercial Un., N. Y.	F.	21,515	8,619
	T.	23,898	7,730
County, Pa.	F.	2,843	1,670
	T.	3,108	1,729
Carolina	F.	9,798	3,859
	T.	11,973	5,117
Chicago F. & M.	F.	22,504	11,917
	T.	27,707	12,892
Commerce	F.	21,407	7,303
	T.	24,695	8,501
City of New York	F.	25,665	10,616
	T.	43,176	20,863
Camden	F.	80,643	40,292
	T.	92,330	43,761
Columbia, N. J.	F.	4,771	3,149
	T.	14,629	9,116
Central Union	F.	1,828	41
	T.	1,917	41
California	F.	35,462	14,454
	T.	49,332	20,964
Citizens, N. J.	F.	26,403	25,306
	T.	31,763	26,285
Concordia	F.	43,130	24,262
	T.	50,107	26,241
Commonwealth	F.	30,476	17,790
	T.	36,512	20,992
Connecticut	F.	127,733	62,816
	T.	168,006	80,203
Continental	F.	289,030	128,975
	T.	411,057	225,558
Detroit Nat.	F.	2,296	728
	T.	2,629	759
Dubuque F. & M.	F.	58,164	25,337
	T.	65,478	26,830
Detroit F. & M.	F.	58,177	39,329
	T.	64,271	40,901
Eagle, N. Y.	F.	18,503	6,555
	T.	23,825	10,072
Export	F.	40	.....
	T.	2,961	.....
Employers	F.	26,026	18,881
	T.	36,795	27,199
Equit. F. & M., R. I.	F.	25,547	12,563
	T.	33,353	16,441
Empire State	F.	12,225	1,897
	T.	17,655	2,770
Eureka Sec. F. & M.	F.	7,779	3,605
	T.	14,452	5,062
Fire Association	F.	207,436	83,254
	T.	255,204	98,283
Franklin Nat.	F.	3,831	1,235
	T.	4,393	1,521
First American	F.	6,702	1,368
	T.	8,179	1,735
Fidelity-Phenix	F.	201,873	70,493
	T.	287,917	102,468
Fireman's Fund	F.	152,901	67,603
	T.	218,811	123,399
Franklin	F.	81,060	24,908
	T.	114,776	40,635
Federal Union	F.	10,750	3,204
	T.	13,355	3,835
Fidelity & Guaranty	F.	14,236	58
	T.	22,760	5,026
Federal	F.	39,195	24,111
	T.	147,585	73,573
First Natl.	F.	2,308	.....
	T.	2,324	.....
Firemen's, N. J.	F.	141,768	59,450
	T.	166,735	66,250
General Exch.	F.	145,712	47,082
Guaranty, R. I.	F.	29,060	17,404
	T.	33,621	18,432
Glens Falls.	F.	110,554	39,947
	T.	134,832	44,945
General, Wash.	F.	47,699	5,692
	T.	51,174	5,973
Globe & Rutgers	F.	172,234	45,026
	T.	190,645	49,745
Great American	F.	330,356	150,720
	T.	418,141	173,794
Great Lakes	F.	2,664	.....
	T.	2,673	12
Granite State	F.	11,721	3,638
	T.	12,327	3,683
Girard F. & M.	F.	18,809	10,303
	T.	21,518	11,117
Harmonia	F.	37,097	8,888
	T.	41,739	12,411
Home F. & M.	F.	24,065	9,277
	T.	30,758	14,233
Home, N. Y.	F.	405,894	189,311
	T.	746,207	333,811
Homeland	F.	9,981	5,433
	T.	13,533	6,588
Hanover	F.	129,159	60,46
	T.	157,308	69,60
Hartford	F.	545,495	173,81
	T.	719,610	227,65
Hudson	F.	79,667	29,20
	T.	123,848	45,97
Ins. Co. of N. A.	F.	376,080	123,23
	T.	604,248	322,09
Importers & Export.	F.	31,514	12,63
	T.	38,344	14,48
Imperial	F.	5,330	4,11
	T.	17,759	11,59
Ins. Co. State of Pa.	F.	77,423	37,11
	T.	88,990	40,08
La Salle	F.	8,464	34
	T.	21,069	3,65
La Fayette	F.	4,132	3,01
	T.	4,460	3,42
Michigan F. & M.	F.	31,915	22,59
	T.	35,835	23,83
Merchants & Mfrs.	F.	188	.....
	T.	168	.....
Monarch	F.	28,974	18,20
	T.	34,283	18,83
New York Fire	F.	6,441	1,73
	T.	6,734	1,73
New Brunswick	F.	18,700	8,70
	T.	39,547	13,85
Massachusetts F. & M.	F.	6,151	2,89
	T.	7,614	3,28
Mercantile of Amer.	F.	44,224	26,56
	T.	62,127	31,38
Mercury	F.	97,283	28,42
	T.	150,753	50,51
Merchants, R. I.	F.	45,253	28,34
	T.	57,503	20,76

F—FIRE: T—TOTAL

Premia.

	Prms.	Losses
	\$	\$
Rhode Island	P. 229,558	166,12
	T. 257,774	175,92
Richmond	P. 100,592	32,52
	T. 110,389	35,21
Rochester Amer.	P. 181,628	31,83
	T. 203,968	34,18
Rocky Mountain	P. 413	3,20
	T. 460	2,20
Rossia	P. 447,068	256,27
	T. 529,087	285,07
Safeguard	P. 80,595	50,10
	T. 96,206	63,86
Savannah	P. 8,152	4,60
	T. 8,366	4,81
Seaboard F. & M.	P. 11,999	1,97
	T. 12,998	1,97
Security, Ia.	P. 126,903	25,71
	T. 169,236	43,29
Security, Conn.	P. 627,258	261,98
	T. 755,577	320,63
Sentinel	P. 19,233	9,46
	T. 21,631	9,77
South Carolina	P. 8,548	4,90
	T. 9,297	5,04
Southern	P. 32,540	.....
	T. 48,442	.....
Southern Home	P. —12,762	7,87
	T. —15,084	8,01
Springfield F. & M.	P. 940,438	455,63
	T. 1,279,362	584,60
Standard Federal	P. 37,480	58,51
	T. 50,349	62,85
Standard, Conn.	P. 146,015	54,25
	T. 165,582	66,44
Standard, N. J.	P. 160,391	51,21
	T. 179,097	58,78
Standard, N. Y.	P. 109,877	48,12
	T. 189,158	91,97
Star	P. 110,942	66,45
	T. 140,634	73,61
Stayresant	P. 110,498	52,72
	T. 121,268	58,40
Superior	P. 61,949	44,85
	T. 58,283	46,50
Sussex	P. 41,417	11,65
	T. 48,695	12,50
Sylvania	P. 80,293	16,97
	T. 126,773	24,80
Transcontinental	P. 67,523	17,56
	T. 141,880	56,17
Transportation	P. 88,699	37,83
	T. 209,274	108,85
Triangle	P. 4,508	1,30
Trinity	P. 22,721	4,10
	T. 25,475	4,21
Twin City	P. 20,120	54,50
	T. 26,048	75,97
Union, N. Y.	P. 4,417	40
	T. 4,436	40
United Amer.	P. 56,531	20,31
	T. 60,976	20,67
United States	P. 816,681	260,01
	T. 1,140,429	474,61
U. S. Merch. & Ship.	P. 161,281	80,23
	T. 376,423	172,23
Universal	P. 168,774	88,40
	T. 192,817	88,40

F.—FIRE; T.—TOTAL

Western, Kan.	T.	653,629	498.4
	F.	17,811	27.4
Wheeling	F.	73,200	27.4
	F.	37,585	22.2
World F. & M.	T.	38,911	22.3
	F.	164,961	40.9
Zurich	T.	101,757	58.0
Atlas	F.	45,394	3.0
	F.	334,328	137.8
Baltica, Denmark	T.	403,484	354.1
	F.	80,684	45.0
British America	T.	155,600	48.0
	F.	53,694	22.1
British & Foreign	T.	68,291	29.2
British General	T.	11,335	1.8
	F.	4,973	8.8
Caledonian	T.	6,689	10.2
	F.	177,522	75.7
Century	T.	335,699	93.0
	F.	31,626	31.9
Christiania General	T.	137,801	75.7
	F.	124,873	97.6
Commercial Un., Eng.	T.	129,448	95.2
	F.	418,072	197.1
Eagle Star & Brit.	T.	1,123,983	306.5
	F.	167,761	118.5
General, France	T.	196,063	127.4
	F.	74,738	65.1
Hali fax	T.	76,747	63.2
	F.	322	...
Indemnity Mut.	T.	288	...
Jupiter General	T.	84,636	40.9
	F.	27,633	16.2
Kyodo	T.	20,323	16.9
	F.	88,729	39.5
Law Union & G.	T.	68,214	35.9
	F.	155,197	66.3
L. & L. & R.	T.	138,268	79.8
	F.	891,919	263.2
London & Lane.	T.	785,648	408.2
	F.	285,359	139.9
Lon. & Prov. M. Gem.	T.	353,943	147.1
	F.	15,000	11.9
London & Scottish	T.	31,814	16.4
	F.	41,887	16.9
London Assur.	T.	44,625	30.3
	F.	24,047,221	112.6
Marine	T.	41,634,868	196.1
	F.	1,795,402	...
Netherlands	T.	1,327,148,943	3.6
	F.	2,566,758	80.7
New India	T.	8,195,983	205.5
	F.	4,391,139	86.1
Nor. Br. & Merc.	T.	6,346,019	86.1
	F.	25,423,991	184.7
Northern, Eng.	T.	65,497,074	201.6
	F.	31,296,386	76.1
Norwich Union	T.	45,740,947	106.2
	F.	15,842,950	75.5
	T.	28,302,566	89.8

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(CONTD FROM PRECEDING PAGE)

F.—FIRE; T.—TOTAL

	Premia.	Losses
Palatine	F. 1,317,130	31,899
	T. 1,427,163	34,130
Pearl	F. 16,439,319	77,311
	T. 18,192,568	78,625
Phoenix, Eng.	F. 21,162,676	119,247
	T. 29,703,569	120,274
Prudential Re. & Co.	F. 23,014,358	201,672
	T. 42,334,756	207,834
Reins. Salam.	F. 22,516,498	139,040
	T. 28,245,473	141,618
Reliance Mar.	F. 420,342	99
	T. 19,830,652	99,939
Royal Exch.	F. 12,331,159	84,686
	T. 21,890,472	99,939
Royal	F. 74,358,452	358,630
	T. 209,963,867	444,221
Scottish Union Nat.	F. 22,668,927	123,299
	T. 36,424,434	145,292
Sea	F. 9,455,254	13,564
	T. 10,594,567	12,095
Skandia	F. 1,462,420	64,583
	T. 2,326,210	68,930
Skandinavia	F. 9,059,138	77,165
	T. 12,153,083	77,165
Standard Mar., Eng.	F. 4,577,534	3,581
	T. 7,978,535	5,942
State Assur.	F. 4,688,645	26,687
	T. 4,752,392	27,648
Sua	F. 31,475,195	88,941
	T. 65,111,728	202,489
Svea	F. 9,564,556	45,078
	T. 9,670,543	45,168
Swiss Reins.	F. 29,037,210	207,617
	T. 43,626,918	234,478
Thames & Mersey	F. 4,225,751	11,534
	T. 4,895,121	11,541
Tokio	F. 12,464,902	60,859
	T. 52,302,586	147,390
Un. & Phenix Esp.	F. 18,189,493	80,016
	T. 18,189,493	81,560
Union, Eng.	F. 4,649,444	39,354
	T. 6,202,037	43,721
Union, Fr.	F. 17,517,197	108,366
	T. 4,594,492	9,182
Union, China	F. 1,395,178	3,845
Union Marine	F. 4,479,856	3,840
Urbaine	F. 4,630,736	230,808
	T. 59,040,177	255,074
Western, Can.	F. 18,566,925	54,445
	T. 37,288,007	80,387
Yorkshire	F. 9,244,997	59,660
	T. 13,903,387	77,496

PENNSYLVANIA

F.—FIRE; T.—TOTAL

	Premia.	Losses
Amer. Druggists	F. 35,438	10,775
Allemania	F. 377,642	185,177
	T. 405,002	195,381
Alliance, Pa.	F. 357,260	169,474
	T. 489,474	169,474
Actna	F. 1,146,174	427,410
	T. 1,402,637	534,558
Agricultural	F. 365,714	172,099
	T. 451,803	214,986
Albany	F. 46,985	24,826
	T. 47,765	25,039
Allied	F. 13,326	4,471
	T. 13,326	4,471
Amer. Alliance	F. 89,942	40,142
	T. 93,566	40,887
Amer. Auto.	F. 119,313	16,379
Amer. & Foreign	F. 63,790	21,380
	T. 99,105	22,076
Amer. Central	F. 185,177	105,146
	T. 185,372	105,901
Amer. Eagle	F. 313,756	152,638
	T. 373,265	170,114
Amer. Equitable	F. 295,887	144,302
	T. 384,220	157,956
American, N. J.	F. 443,371	235,032
	T. 671,657	273,043
Amer. Colony, N. Y.	F. 98,352	63,735
	T. 100,618	63,735
Amer. Merch. Mar.	F. 3,428	.....
	T. 3,474	.....
American Natl.	F. 21,082	8,202
	T. 21,884	8,353
American Union	F. 28,416	8,294
	T. 28,470	8,314
Anchor	F. 25,882	1,428
	T. 28,327	1,921
Automobile	F. 361,924	209,522
	T. 778,609	358,716
Atlas Assur.	F. 186,003	110,622
	T. 193,475	118,781
Alliance, Eng.	F. 40,466	22,930
Birmingham, Pa.	F. 52,400	22,993
	T. 52,400	22,993
British & Foreign	F. 113,081	85,536
British American	F. 87,175	30,895
	T. 98,074	34,231
Baltimore Amer.	F. 129,385	74,112
	T. 157,663	135,542
Bankers & Merch.	F. 868	8,924
Bankers & Shippers	F. 194,083	69,887
	T. 227,310	82,613
Boston	F. 328,215	127,045
	T. 438,145	161,745
Brooklyn	F. 22,887	10,046
	T. 22,887	10,077
Bronx	F. 4,055	656
Buffalo	F. 202,175	84,101
	T. 202,365	84,121
Colonial	F. 1,223	776
Cotton Marine & F.	F. 447	.....
County, Pa.	F. 57,229	18,228
	T. 58,655	18,260
Commercial Union	F. 377,689	165,767
	T. 554,212	262,412
Century, Eng.	F. 44,729	27,731
	T. 168,895	42,414
Caledonian	F. 91,636	59,076
	T. 111,101	66,728
Caledonian-Amer.	F. 30,227	8,993
	T. 30,161	8,994

F.—FIRE; T.—TOTAL

	Premia.	Losses
California	F. 54,410	20,814
	T. 58,243	21,071
Carolina	F. 81,338	20,078
	T. 89,010	21,746
Camden	F. 274,829	136,820
	T. 321,629	164,193
Chicago F. & M.	F. 107,198	37,134
	T. 109,927	37,202
Citizens, Mo.	F. 137,925	59,108
	T. 146,572	63,899
City of N. Y.	F. 270,118	202,804
	T. 288,613	210,716
Columbia, N. J.	F. 53,837	26,052
	T. 59,038	27,721
Columbia, O.	F. 33,085	12,299
	T. 38,189	18,994
Commerce, N. Y.	F. 68,839	27,232
	T. 73,614	28,781
Commercial Un., N. Y.	F. 100,406	48,003
	T. 108,374	52,705
Commonwealth	F. 208,392	88,049
	T. 249,128	107,047
Concordia	F. 169,659	66,823
	T. 169,056	68,107
Connecticut	F. 343,962	121,513
	T. 426,253	142,549
Continental	F. 1,229,606	574,878
	T. 1,358,528	621,208
Cosmopolitan	F. 22,836	3,023
	T. 23,234	3,027
Central Union	F. 4,909	137
	T. 4,923	137
Detroit F. & M.	F. 46,930	27,816
	T. 47,037	27,837
Detroit Natl.	F. 3,789	2,359
	T. 3,855	2,369
Dixie	F. 41,861	24,428
	T. 42,223	28,400
Dubuque F. & M.	F. 230,630	113,312
	T. 234,359	115,946
Eagle	F. 26,596	11,643
	T. 29,878	12,237
East and West	F. 22,738	10,938
	T. 22,887	10,973
Empire	F. 27,326	519
	T. 46,303	5,309
Empire State	F. 34,796	6,792
	T. 41,102	8,578
Employers	F. 78,186	31,998
	T. 144,146	46,338
Excelsior	F. 38,804	14,067
	T. 39,120	14,091
Equitable F. & M.	F. 68,786	24,303
	T. 84,556	28,510
Equity Fire, Mo.	F. 22,292	54,639
	T. 22,372	54,651
Eureka-Security	F. 38,750	34,378
	T. 40,581	34,411
Export	F. 1,792	.....
	T. 5,664	.....
Eagle, Star & B. Dom.	F. 171,661	99,126
	T. 226,401	127,396
Firemen, N. J.	F. 972,182	429,139
	T. 1,061,434	463,192
Federal, Pa.	F. 89,835	42,807
	T. 954,255	398,764
Fire Association	F. 1,065,371	450,350
	T. 1,065,371	450,350
Franklin	F. 759,108	298,412
	T. 83,387	27,089
Federal, N. J.	F. 543,291	205,727
	T. 46,772	26,914
Federal Union	F. 49,827	28,715
	T. 79,319	6,527
Fidelity & Guar.	F. 139,560	15,166
	T. 877,776	411,705
Fidelity Phenix	F. 998,543	464,352
	T. 998,543	464,352
Fireman's Fund	F. 526,907	278,790
	T. 526,907	278,790
First American	F. 36,753	13,614
	T. 42,721	16,404
Franklin Natl., N. Y.	F. 28,267	10,890
	T. 37,347	11,817
Girard F. & M.	F. 274,344	105,937
	T. 278,583	108,198
Globe, Pa.	F. 196,881	67,911
	T. 197,024	67,921
General, Wash.	F. 82,526	55,676
	T. 82,875	55,709
General Exch.	F. 618,459	129,798
Georgia Home	F. 58,083	7,264
	T. 58,528	7,287
Germanic	F. 9,950	1,102
	T. 77,516	8,183
Great Amer.	F. 1,074,593	462,442
	T. 1,265,784	550,629
Great Lakes	F. 47,875	25,739
	T. 48,895	27,808
Glens Falls	F. 35,863	12,686
	T. 45,584	14,049
Globe & Rutgers	F. 1,217,461	737,129
	T. 1,363,421	791,584
Granite State	F. 115,459	30,871
	T. 117,851	31,111
Guaranty, R. I.	F. 61,329	26,401
	T. 69,567	29,375
General, France	F. 70,000	41,745
	T. 103,459	47,752
Hallfax	F. 108,488	4,794
	T. 44,871	61,579
Hamilton	F. 45,642	61,579
	T. 39,801	25,260
Hampton Roads	F. 39,837	25,277
	T. 244,449	140,177
Hanover	F. 272,304	152,184
	T. 53,955	10,235
Harmonia	F. 58,296	10,034
	T. 1,194,473	440,817
Hartford	F. 1,391,965	600,378
	T. 2,470,117	881,354
Home, N. Y.	F. 3,286,487	1,117,166
	T. 113,488	52,147
Home F. & M., Cal.	F. 126,811	64,409
	T. 16,117	1,774
Homeland	F. 17,447	2,228
	T. 96,454	10,886
Homestead	F. 101,741	11,876
	T. 242,293	108,633
Hudson	F. 274,481	120,379
	T. 7,858	5,530
Illinois	F. 6,477	1,014
	T. 77,817	33,764
Indemnity, Pa.	F. 114,355	41,997
Independence, Pa.		

F.—FIRE; T.—TOTAL

	Premia.	Losses
North America	F. 3,127,017	1,056,722
	T. 4,527,054	1,541,715
Ins. Co. of Philadel.	F. 17,095	3,031
	T. 17,247	3,031
State of Pa.	F. 439,638	236,232
	T. 508,957	270,835
Imperial	F. 67,859	26,579
	T. 74,417	28,662
Importers & Exporters	F. 154,075	91,988
	T. 231,998	126,307
Industrial, O.	F. 8,492	9,006
	T. 9,202	9,956
Inter-Ocean Reins.	F. 103,524	29,710
	T. 104,500	29,880
Indem. Mut. Mar.	F. 36,924	16,521
Jupiter General	F. 20,651	12,866
	T. 21,038	12,919
Jefferson	F. 29,851	6,925
	T. 30,126	6,953
Keystone Auto Club	T. 159,035	29,282
Kyodo	F. 41,744	25,153
	T. 42,406	25,239
Knickerbocker	F. 70,626	54,661
	T. 72,029	54,665
Lafayette	F. 20,437	1,231
	T. 20,437	1,231
La Salle	F. 17,625	2,973
	T. 27,557	8,866
Lion	F. 33,364	5,501
	T. 33,923	5,584
London & Scottish	F. 88,566	53,924
	T. 90,553	59,563
London & Provincial	F. 20,328	11,126
	T. 26,075	12,968
London & Lanc.	F. 182,455	68,158
	T. 210,710	77,988
London, Eng.	F. 196,714	86,168
	T. 316,123	144,532
Liverp. & Lon. & G.	F. 630,515	423,737
	T. 704,326	451,248
Law, Union & Rock	F. 77,871	36,171
	T. 80,587	36,885
Liberty Bell	F. 26,047	16,494
	T. 48,365	22,446
Lumbermen's, Pa.	F. 460,216	153,302
	T. 479,739	158,573
Manufacturers, Pa.	F. 4,230	2,000
	T. 42,427	12,427
Mechanics, Pa.	F. 329,884	149,291
	T. 333,009	149,947
Majestic, N. Y.	F. 408	.....
Manhattan F. & M.	F. 41,829	10,191
	T. 43,002	10,397
Maryland	F. 47,882	4,462
	T. 68,663	10,964
Mass. F. & M.	F. 23,334	8,823
	T. 24,243	8,988
Mech. & Traders	F. 110,127	40,565
	T. 140,655	45,949
Mercantile, N. Y.	F. 133,366	39,777
	T. 164,748	60,181
Merchants, N. Y.	F. 246,695	149,686
	T. 248,747	149,986
Merchants, Col.	F. 55,353	22,747
	T. 55,475	22,760
Merchants, R. I.	F. 69,396	48,194
	T. 145,294	79,511
Merch. & Mfrs., N. J.	F. 59,428	7,243
	T. 78,697	12,350
Mercury, Minn.	F. 79,746	30,944
	T. 85,305	32,747
Michigan F. & M.	F. 85,243	49,222
	T. 85,435	49,307
Milwaukee Mech.	F. 101,510	51,722
	T. 134,460	68,077
Minnesota	F. 20,985	.....
	T. 21,037	.....
Mohawk	F. 72,760	29,720
	T. 74,815	31,955
Monarch	F. 66,648	35,400
	T. 66,753	35,433
Marine	F. 278,727	92,499
Natl. Ben Franklin	F. 458,699	125,299
	T. 478,845	128,599
Natl. Union	F. 744,906	276,722
	T. 1,309,659	679,600
Netherlands	F. 74,500	65,900
	T. 75,076	66,161
No. Brit. & Mercan.	F. 398,428	171,243
	T. 506,151	219,233
Northern, Eng.	F. 363,605	180,788
	T. 394,264	191,121
Norwich Union	F. 203,560	104,500
	T. 255,346	136,622
National, Conn.	F. 1,038,216	290,600
	T. 1,436,934	429,377
National Guaranty	F. 22,091	6,242
	T. 23,643	6,688
National Liberty	F. 1,162,719	453,500
	T. 1,315,077	550,450
National Reserve	F. 101,493	55,400
	T. 102,146	35,666
Natl. Security, Neb.	F. 7,312	1,340
	T. 28,114	8,655
Newark	F. 321,893	195,222
	T. 356,809	211,211
New Brunswick	F. 176,867	120,366
	T. 190,962	130,477
New England	F. 15,503	11,131
	T. 15,839	11,211
New Hampshire	F. 427,299	180,669
	T. 432,760	182,611
New Jersey	F. 144,849	56,966
	T. 160,307	62,488
New York	F. 90,080	17,768
	T. 100,154	20,623
N. Y. State	F. 36,774	21,422
	T. 43,621	26,644
N. Y. Underwriters	F. 427,820	258,600
	T. 437,987	274,731
Niagara	F. 509,125	208,552
	T. 571,935	232,006
N. Carolina Home	F. 25,331	9,470
	T. 26,347	9,600
Northern, N. Y.	F. 412,583	228,440
	T. 427,536	236,450
Northwestern F. & M.	F. 40,365	22,623
	T. 48,712	24,560
Northwestern Natl.	F. 265,321	105,310
	T. 288,629	111,313
North River	F. 659,306	303,400
	T. 699,176	307,400
Occidental	F. 35,162	9,119
	T. 37,327	9,200

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F.—FIRE; T.—TOTAL		
	Premia.	Losses
Michigan F. & M.	F. 26,576	11,596
	T. 29,513	12,219
Milwaukee Mech.	F. 96,188	52,184
	T. 120,049	60,904
Mohawk	F. 13,983	286
	T. 14,842	312
Natl.-Ben Franklin	F. 61,532	33,726
	T. 91,457	53,278
National, Conn.	F. 482,517	305,299
	T. 966,690	574,219
National Guaranty	F. 3,601	1,910
	T. 46,108	22,432
National Liberty	F. 260,040	142,217
	T. 409,919	236,512
National Reserve	F. 33,644	14,046
	T. 37,816	15,372
Natl. Secur. F. & M.	F. 3,042	3,805
	T. 5,951	5,818
National Union	F. 79,089	75,233
	T. 188,949	124,909
Netherlands	F. 44,785	30,725
	T. 56,716	42,896
Newark	F. 60,904	15,989
	T. 68,513	26,818
New Brunswick	F. 12,257	4,387
	T. 24,770	7,078
New England	F. 8,425	4,569
	T. 9,917	4,858
New Hampshire	F. 79,471	36,978
	T. 93,043	42,408
New Jersey	F. 23,588	7,053
	T. 31,452	7,627
New York Fire	F. 31,338	7,231
	T. 58,221	14,839
New York Under.	F. 190,076	100,159
	T. 254,495	143,969
Niagara	F. 179,012	63,306
	T. 225,497	84,705
No. British & Merc.	F. 137,923	53,942
	T. 178,170	62,899
North River	F. 133,893	91,111
	T. 187,258	117,076
Northern, Eng.	F. 103,200	68,788
	T. 125,895	75,339
Northern, N. Y.	F. 129,142	36,513
	T. 160,394	42,389
Northwestern F. & M.	F. 2,777	2,192
	T. 3,810	3,466
Northwestern Natl.	F. 67,660	23,097
	T. 123,060	66,471
Norwich Union	F. 65,001	55,340
	T. 77,726	58,129
Occidental	F. 9,095	141
	T. 10,851	559
Old Colony	F. 24,320	22,144
	T. 31,224	26,194
Orient	F. 71,013	20,866
	T. 91,180	24,761
Pacific	F. 34,203	14,709
	T. 43,889	15,712
Palatine	F. 16,261	13,959
	T. 20,337	15,283
Patriotic	F. 14,857	3,746
	T. 17,332	4,208
Pennsylvania	F. 98,298	56,099
	T. 126,076	64,482
Peoples National	F. 48,892	15,819
	T. 120,285	112,408
Philadelphia F. & M.	F. 18,342	7,911
	T. 39,692	17,552
Phoenix, Eng.	F. 64,447	21,236
	T. 77,951	25,883
Phoenix, Conn.	F. 168,954	99,644
	T. 212,468	110,915
Pioneer Equit.	F. 45,875	8,972
	T. 47,321	9,023
Potomac	F. 22,098	15,647
	T. 34,376	15,251
Presidential F. & M.	F. 8,258	3,096
	T. 16,212	6,288
Providence-Wash.	F. 76,767	46,698
	T. 96,746	51,949
Provident, N. H.	F. 709	177
	T. 962	443
Prudential, N. Y.	F. 26,613	23,978
	T. 30,644	25,644
Public	F. 22,797	6,350
	T. 37,542	7,469
Queen	F. 107,730	51,362
	T. 146,176	72,276
Reliable	F. 17,633	10,754
	T. 18,047	11,013
Reliance, Pa.	F. 12,441	5,632
	T. 15,130	6,207
Republic, Pa.	F. 8,820	9,143
	T. 8,304	9,232
Rhode Island	F. 42,177	28,676
	T. 54,663	28,676
Rochester Amer.	F. 6,473	1,435
	T. 8,096	1,904
Rocky Mountain	F. 109	202
	T. 105,071	77,891
Rossia	F. 124,515	88,932
	T. 60,672	20,808
Royal Exchange	F. 83,600	31,306
	T. 194,846	70,768
Royal	F. 259,280	103,399
	T. 23,096	2,965
Safeguard	F. 29,558	4,234
	T. 136,976	88,454
St. Paul F. & M.	F. 236,802	128,090
	T. 80,423	21,180
Scottish Un. & Nat.	F. 104,840	30,533
	T. 3,699	.....
Seaboard F. & M.	F. 4,248	.....
	T. 20,710	9,297
Security, Ia.	F. 25,250	11,492
	T. 142,802	81,487
Security, Conn.	F. 185,107	98,712
	T. 8,425	4,581
Sentinel	F. 9,917	4,888
	T. 1,489	.....
Southern, N. Y.	F. 2,798	.....
	T. 251,190	121,502
Springfield F. & M.	F. 320,099	154,471
	T. 6,873	1,320
Standard Federal	F. 8,785	1,702
	T. 16,394	2,638
Standard, Conn.	F. 20,919	4,863
	T. 45,766	18,995
Standard, N. J.	F. 66,954	21,723
	T. 934	336
Standard Mar., Eng.	F. 34,808	18,971
	T. 55,356	28,500

F.—FIRE; T.—TOTAL

	Premia.	Losses
State Assurance	F. 15,993	6,773
	T. 18,650	6,351
Stuyvesant	F. 40,803	26,159
	T. 63,094	42,925
Sun, Eng.	F. 81,956	25,399
	T. 161,918	61,344
Superior	F. 40,935	13,693
	T. 50,275	15,024
Sussex	F. 1,340	82
	T. 19,867	7,377
Sven	F. 20,237	7,379
	T. 6,239	560
Sylvania	F. 8,320	629
	T. 15,987	6,745
Tokio Mar. & F.	F. 24,302	10,162
	T. 7,703	975
Transcontinental	F. 16,841	6,119
	T. 11,972	4,212
Transportation	F. 59,517	15,679
	T. 159,772	78,399
Travelers	F. 239,156	106,368
	T. 18,571	2,681
Trinity	F. 23,420	4,346
	T. 3,388	2,187
Twin City	F. 3,911	2,618
	T. 27,495	11,522
Union, Eng.	F. 32,328	12,250
	T. 16,766	12,784
Union, France	F. 264	88
	T. 840	6,597
United American	F. 7,767	6,787
	T. 10,011	7,006
United Firemen	F. 12,824	4,767
	T. 16,278	5,709
United States	F. 248,892	115,495
	T. 324,337	147,359
U. S. Merch. & Ship.	F. 41,621	26,441
	T. 64,214	36,989
Universal Auto.	F. 62,089	53,311
	T. 30,746	8,720
Universal	F. 36,172	9,002
	T. 71,133	43,092
Urbaine	F. 81,994	47,651
	T. 21,343	4,458
Victory	F. 24,031	5,033
	T. 21,123	9,463
Virginia F. & M.	F. 24,481	10,019
	T. 103,293	44,163
Westchester	F. 135,048	55,867
	T. 48,534	6,905
Western, Canada.	F. 68,026	10,749
	T. 2,872	191
Western, Kan.	F. 9,366	2,745
	T. 4,654	7,086
Wheeling	F. 5,138	7,341
	T. 21,446	6,419
World F. & M.	F. 29,232	8,529
	T. 23,543	6,972
Yorkshire	F. 82,049	32,518
	T. 6,953	38
Minnesota Fire	F. 7,118	41

MARYLAND

F.—FIRE; T.—TOTAL

	Premia.	Losses
Globe & Rutgers	F. 23,330,756	11,452,968
	T. 33,729,468	17,513,631
North River	F. 7,959,421	3,927,681
	T. 10,350,133	5,041,348
New Hampshire	F. 4,784,056	2,177,819
	T. 5,250,110	2,375,054
Occidental	F. 610,617	113,642
	T. 718,439	141,576
Mass. F. & M.	F. 309,027	152,022
	T. 377,414	145,617
Merchants, N. Y.	F. 3,058,366	1,297,936
	T. 3,801,051	1,501,168
Northwestern Nat.	F. 4,389,410	1,702,516
	T. 5,249,813	1,985,089
Guardian, R. I.	F. 949,298	482,107
	T. 1,111,688	518,028
National Un.	F. 56,388	14,947
	T. 56,388	14,947
Orient	F. 1,973,213	831,801
	T. 2,447,776	868,080
Old Colony	F. 1,344,008	603,911
	T. 2,110,261	972,942
Imperial	F. 993,615	424,019
	T. 1,169,138	486,685
Mercury	F. 1,481,764	447,343
	T. 2,329,854	836,039
Northern, N. Y.	F. 2,384,640	1,334,152
	T. 3,747,979	1,624,027
Nat. Ben-Franklin	F. 2,259,178	846,536
	T. 2,489,846	949,165
Milwaukee Mech.	F. 4,745,839	1,636,007
	T. 5,503,784	2,108,195
Mechanics	F. 2,259,178	846,534
	T. 2,489,846	949,165
Girard F. & M.	F. 2,259,178	846,534
	T. 2,489,846	949,165
National, Conn.	F. 14,380,677	6,927,243
	T. 21,188,926	9,911,170
Liberty Bell	F. 501,971	178,867
	T. 664,279	239,292
Great Lakes	F. 399,118	145,863
	T. 482,043	191,365
New Jersey	F. 1,623,880	760,249
	T. 2,185,019	1,039,750
Nat. Security	F. 288,252	130,308
	T. 634,859	267,781
Manhattan F. & M.	F. 536,025	184,718
	T. 662,787	254,942
Michigan F. & M.	F. 1,274,671	593,532
	T. 1,351,322	618,528
Merchants, Col.	F. 604,092	287,492
	T. 646,654	299,481
Ins. Co. St. of Pa.	F. 2,030,422	1,176,114
	T. 2,281,311	1,272,576
Transcontinental	F. 667,243	256,540
	T. 899,611	372,358
Sylvania	F. 1,716,863	361,317
	T. 1,979,847	410,589
Stuyvesant	F. 2,099,327	846,064
	T. 2,612,633	1,053,313
Republic, Pa.	F. 1,318,451	369,246
	T. 1,646,107	419,112

F.—FIRE; T.—TOTAL

	Premia.	Losses
Potomac	F. 1,008,131	475,655
	T. 1,818,838	853,846
Peoples Natl.	F. 1,570,505	624,627
	T. 2,032,010	886,102
Springfield F. & M.	F. 12,612,811	6,176,522
	T. 16,224,267	7,635,062
Sentinel	F. 242,519	111,870
	T. 260,844	115,970
Zurich	F. 132,723	11,954
	T. 12,104,134	5,876,760
United States	F. 15,328,306	7,428,829
	T. 488,144	86,356
Transportation	F. 1,400,678	378,585
	T. 2,259,178	846,534
Superior	F. 2,489,846	949,165

KENTUCKY

F.—FIRE; T.—TOTAL

		Premia. \$	Losses \$
Agricultural	F.	40,932	13,447
	T.	51,136	17,317
American Ntl.	F.	2,636	702
	T.	3,818	1,116
Eagle Star & Br. Dom.F.		16,646	3,649
	T.	19,289	7,096
Franklin Natl.	F.	2,202	205
	T.	2,509	245
Granite State	F.	12,192	4,330
	T.	13,038	4,947
Mechanics	F.	6,050	2,573
	T.	6,362	3,320
Mich. F. & M.	F.	16,420	9,084
	T.	19,398	10,448
Old Colony	F.	14,237	15,648
	T.	19,488	17,966
Southern Home	F.	20,202	6,065
	T.	24,935	9,231
Transcontinental	F.	8,209	498
	T.	10,471	722
Amer. Central	F.	20,626	18,730
	T.	22,827	20,518
American Eagle	F.	97,976	57,809
	T.	118,870	65,174
British Amer.	F.	13,809	4,354
	T.	16,234	5,201
Fidelity-Phenix	F.	379,149	213,757
	T.	475,610	317,225
First American	F.	2,404	1,651
	T.	3,007	1,914
Liberty Bell	F.	296	570
Maryland	F.	9,740	3,058
	T.	18,044	6,810
New England	F.	5,956	2,353
	T.	6,637	3,446
Rhode Island	F.	47,660	34,782
	T.	58,309	39,346
Tokio M. & F.	F.	12,380	11,295
	T.	13,814	12,247
Amer. Constitu., N. Y. F.		4,169	151
	T.	4,746	157
Carolina	F.	11,736	6,130
	T.	15,162	7,218
Concordia	F.	20,371	8,655
	T.	24,084	8,964
Harmonia	F.	12,719	2,464
	T.	14,370	2,665
Lon. & Prov.	F.	16,318	6,420
	T.	45,690	13,225
Milwaukee Mech.	F.	36,838	35,976
	T.	55,292	66,354
Nat. Ben Franklin	F.	12,554	13,634
	T.	14,884	15,405
Northwest F. & M.	F.	62,516	33,257
	T.	74,564	61,793
Peoples Ntl.	F.	671	135
	T.	708	169
Potomac	F.	5,837	692
	T.	11,194	1,072
Atlas	F.	29,217	9,866
	T.	33,181	10,316
Brooklyn	F.	7,562	202
	T.	9,162	207
Fire Ass'n of Phila.	F.	116,253	36,278
	T.	137,317	44,869
Firemen's, N. J.	F.	295,349	107,423
	T.	363,072	132,336
Franklin	F.	85,211	36,396
	T.	114,732	49,948
La Salle	F.	1,440	.....
	T.	1,735	.....
Marine, Eng.	F.	8,175	2,173
Monarch	F.	280	475
	T.	305	498
Standard	F.	25,737	8,215
	T.	30,169	9,263
Superior	F.	5,841	2,189
	T.	6,995	3,185
Automobile, Conn.	F.	37,242	22,186
	T.	112,789	47,742
Citizens, Mo.	F.	98,329	27,195
	T.	128,127	35,956
Hallfax, N. S.	F.	3,240	256
	T.	4,148	276
Hartford	F.	394,766	160,991
	T.	513,467	237,276
New Bruns., N. J.	F.	10,059	5,062
	T.	11,642	5,454
Prov. Wash., R. I.	F.	62,553	28,007
	T.	81,535	39,064
Southern, N. Y.	F.	857	.....
	T.	903	.....
State Assur., Eng.	F.	23,044	2,184
	T.	27,176	3,637
Stuyvesant, N. Y.	F.	68,414	24,118
	T.	77,082	39,942
Sylvania, Pa.	F.	22,744	4,758
	T.	29,539	6,166
American Equitable	F.	43,651	10,995
	T.	52,731	11,373
Baltimore Amer.	F.	159	37
California	F.	6,615	6,583
	T.	7,086	6,783

(CONT'D FROM PRECEDING PAGE)

F.—FIRE; T.—TOTAL			F.—FIRE; T.—TOTAL			F.—FIRE; T.—TOTAL			F.—FIRE; T.—TOTAL		
	Premia.	Losses		Premia.	Losses		Premia.	Losses		Premia.	Losses
Merchants, N. Y.	F. 63,640	29,232	Springfield F. & M.	F. 616,333	301,878	Urbaine	F. 97,787	48,325	Equitable F. & M.	F. 21,113	5,025
Mercury	F. 86,229	45,004	Standard Federal	T. 793,710	352,282	Western, Kan.	T. 105,247	51,390	Equity	F. 26,708	5,598
Maryland	F. 48,439	11,092	State Assurance	T. 12,812	12,630	Yorkshire	F. 6,247	.....	Eureka-Sec. F. & M.	F. 6,728	12
Merchants, R. I.	T. 87,978	28,123	Sun, Eng.	T. 17,712	16,351		T. 6,981	.....	Export	F. 6,852	17
Merchants, Colo.	F. 12,655	1,432	Seaboard F. & M.	T. 56,281	31,070		F. 153,055	75,496	Federal	F. 21,219	8,526
New England	T. 32,588	5,343	Standard M. Eng.	F. 120,646	76,028		T. 193,809	85,460	Federal Union	T. 27,935	12,065
New York Und.	F. 19,540	21,708	Skandinavia	T. 164,828	81,163				Fidelity American	F. 35	.....
North River	T. 21,690	22,117	Skandia	F. 22,304	656				Fidelity & Guar.	T. 5,961	1,182
North Star	F. 2,478	1,623	Southern, N. Y.	T. 286,030	52,723				Fidelity-Phenix	F. 32,569	63,125
Newark	T. 2,618	1,687	Southern Home	T. 32,118	32,619				Fire Association	F. 54,789	60,622
National Security	F. 6,278	818	Swiss Re.	F. 120	17,075				Fire Reassurance	T. 12,178	6,515
Netherland	T. 41,682	29,685	Security National	T. 325	17,064				Fireman's Fund	T. 19,068	9,692
Northwestern F. & M.	F. 48,224	31,318	Star	F. 1,420	.....				Firemen, N. J.	T. 1,393	653
Northern, N. Y.	F. 75,309	41,348	Tokio M. & F.	T. 2,007	.....				First American	F. 31,973	6,864
New Brunswick	T. 88,276	45,941	Queen	F. 23,861	6,167				Franklin	T. 102,365	34,314
National Reserve	F. 7,165	3,068	Thames & Mersey M.	T. 24,116	6,244				Franklin National	F. 577,671	272,126
North Car. Home	T. 44,830	20,019	United States	F. 167,346	96,711				General Exchange	F. 814,645	384,765
New India	F. 61,608	20,600	Un. & Phenix Esp.	T. 184,834	100,203				Generale, France	F. 143,876	65,029
North Brit. & Merc.	F. 68,847	48,005	Union, China	F. 292,112	162,914				Globe, Pa.	F. 36,015	21,343
Niagara	T. 201,358	111,527	Union M. Eng.	T. 226,300	167,783				Globe & Rutgers	T. 38,729	23,242
Northwestern Nat.	F. 34,977	19,829	United Firemen's	F. 84,919	41,484				Granite	F. 169,295	32,279
Northern, Eng.	T. 38,205	20,019	Union, France	T. 106,964	46,736				Guaranty, R. I.	T. 228,589	58,527
Old Dominion	F. 120,691	45,693	United American	F. 217,800	118,075				Hanover	F. 224,731	152,012
Orient	T. 135,277	46,509	Universal	T. 173,795	93,106				Harmonia	T. 295,693	188,358
Old Colony	F. 13,937	5,097	U. S. Merch. & Ship.	T. 211,734	99,913				Hartford Fire	F. 9,988	3,001
Occidental	F. 233,445	133,016	Virginia F. & M.	F. 5,952	.....				Home F. & M.	T. 12,565	4,539
Prudential	T. 291,496	154,709	Victory	T. 13,888	1,820				Home, N. Y.	F. 136,524	60,240
Prudential F. & M.	F. 388,845	204,313	World F. & M.	F. 63,967	15,628				Homestead	T. 185,418	69,441
Pilot Reins.	T. 494,421	254,827	Westchester	F. 631,983	370,283				Illinois	F. 6,690	3,718
Philadelphia F. & M.	T. 231,101	168,673	Western, Can.	F. 803,415	433,738				Imperial	T. 8,791	4,958
Preferred Risk	F. 132,755	92,323	Utility	T. 18,079	11,474				Importers & Export.	F. 266,640	69,740
Pearl	T. 196,999	126,023	Utah Home	F. 19,680	11,555				Independence	T. 3,710	3,321
Phoenix, Conn.	F. 7,578	2,929	Wheeling	F. 11,308	3,481				Ins. Co. of N. A.	F. 80,736	16,655
Philadelphia Nat.	T. 86,125	44,591	Zurich	F. 27,196	7,432				Inter-Ocean Reinsur.	T. 33,772	16,906
Pacific	F. 102,041	47,236	Atlanta	F. 47,449	25,559				La Salle	F. 9,214	447
Patriotic	T. 225,650	85,889	Amer. Res., N. Y.	T. 52,984	26,018				Law, Union & Rock	F. 28,963	5,121
Providence	F. 13,525	5,889	Brooklyn	F. 23,043	17,647				Liberty Bell	F. 67,977	32,684
Potomac	T. 16,683	6,585	Buffalo	F. 2,233	6,828				Lincoln, N. Y.	T. 76,541	43,963
Rocky Mountain	F. 21,679	21,573	Calderon	T. 2,353	6,976				Liverp. & Lond. & G.	F. 141,172	54,609
Rhode Island	T. 22,592	21,582	California	F. 93,398	45,341				London Assur.	T. 178,937	73,715
Reins. Co. Saham.	F. 301,643	110,433	Camden	T. 445,690	220,421				London & Lanc.	F. 44,777	12,192
Reliance	T. 176,728	109,460	Century	F. 24,789	9,844				Lumbermens, Pa.	T. 61,084	15,537
Royal	F. 188,108	111,705	Chicago F. & M.	T. 49,851	3,857				Maryland	F. 465,817	276,362
Reins. Co. of N. A.	F. 431,265	237,790	Christiania	T. 234,410	87,083				Merchants, N. Y.	T. 27,729	7,729
Reliable	T. 1,012,929	466,963	City of New York	F. 58,212	33,941				Merchants, Colo.	F. 17,473	7,229
Rochester American	F. 182,699	114,266	Columbia, O.	F. 8,729	22,319				Merchants, Ind.	T. 20,258	8,477
Rossia	T. 216,909	122,390	Columbia, N. J.	F. 8,975	2,986				Mass. F. & M.	F. 338,355	158,150
Scottish Union & Nat.	F. 564,918	344,438	Commerce	T. 12,025	3,521				Michigan	T. 431,749	199,747
Savannah	T. 784,712	428,020	Commonwealth	F. 3,893	568				Miners, Eng.	F. 47,713	24,778
Sea	F. 5,743	2,293	Concordia	T. 4,673	27				Montreal	F. 58,714	30,892
Superior	T. 6,114	2,408	Connecticut	F. 40,866	21,105				Guardian	T. 42,175	31,313
South Carolina	F. 46,531	18,907	Concordia	T. 51,651	31,336				Guaranty, R. I.	F. 47,853	32,426
St. Paul F. & M.	T. 19,907	8,908	Concordia	F. 86,825	30,465				Hanover	T. 10,927	12,380
Security, Conn.	F. 51,041	19,261	Concordia	T. 203,097	82,114				Harmonia	F. 12,575	12,664
Sentinel	T. 59,352	41,290	Concordia	F. 37,648	16,641				Home F. & M.	T. 96,297	29,855
	F. 29,066	10,856	Concordia	T. 141,430	111,642				Home, N. Y.	F. 792,429	318,585
	T. 38,876	14,189	Concordia	F. 28,540	23,576				Homestead	T. 32,690	7,047
	F. 75,469	50,641	Concordia	T. 36,627	25,080				Illinois	F. 41,605	9,718
	T. 84,741	52,057	Concordia	F. 80,642	49,109				Imperial	T. 897,340	410,203
	F. 102,115	49,175	Concordia	T. 126,862	77,085				Ins. Co. of N. A.	F. 1,315,627	682,382
	T. 125,955	49,810	Concordia	F. 14,915	3,915				La Salle	T. 3,470	1,106
	F. 20,801	32,003	Concordia	T. 21,193	5,544				Law, Union & Rock	F. 4,561	1,190
	T. 27,044	33,260	Concordia	F. 1,097	4				Liberty Bell	T. 1,757	1,103
	F. 20,087	10,403	Concordia	T. 1,221	26				Liverp. & Lond. & G.	F. 2,981	1,499
	T. 36,179	16,008	Concordia	F. 271	.....				London Assur.	T. 13,590	4,407
	F. 20,619	9,551	Concordia	T. 785	705				London & Lanc.	F. 19,639	4,960
	T. 23,358	9,813	Concordia	F. 1,189	28				London & Prov.	T. 27,133	10,251
	F. 18,079	11,171	Concordia	T. 13,039	1,344				London & Scottish	F. 34,133	12,626
	T. 19,680	11,252	Concordia	F. 53,600	29,722				Marine, Eng.	T. 11,586	2,648
	F. 8,558	1,999	Concordia	T. 55,449	30,210				Maryland	F. 14,717	3,681
	T. 1,907	1,907	Concordia	F. 11,426	4,616				Merchants, N. Y.	T. 16,187	18,953
	F. 170,998	85,775	Concordia	T. 13,547	5,203				Merchants, Colo.	F. 20,327	19,263
	T. 190,527	88,927	Concordia	F. 52,833	26,405				Merchants, Ind.	T. 5,914	2,614
	F. 420,961	232,708	Concordia	T. 65,952	31,103				Merchants, R. I.	F. 9,737	18,597
	T. 547,302	275,174	Concordia	F. 16,410	7,199				Merchants, Mfrs.	T. 38,448	20,034
	F. 18,710	12,013	Concordia	T. 25,854	10,607				Mercury	F. 431,398	134,526
	T. 23,113	13,410	Concordia	F. 42,734	29,354					T. 701,592	317,691
	F. 156,767	102,992	Concordia	T. 50,349	45,463					F. 93,803	52,882
	T. 264,262	143,842	Concordia	F. 12,437	6,038					T. 117,635	62,493
	F. 9,826	4,431	Concordia	T. 26,064	13,128					F. 43,795	19,634
	T. 10,251	4,647	Concordia	F. 866	4					T. 92,215	42,631
	F. 174,899	93,971	Concordia	T. 877	4					F. 25,878	4,181
	T. 194,236	95,935	Concordia	F. 5,219	2,891					T. 30,492	4,843
	F. 218,186	108,307	Concordia	T. 10,508	2,960					F. 2,402	3
	T. 326,668	135,197	Concordia	F. 32,275	18,566					T. 9,241	2,613
	F. 172,233	84,684	Concordia	T. 62,231	25,559					F. 24,163	5,732
	T. 245,787	113,429	Concordia	F. 31,073	45,985					T. 30,354	6,180
	F. 108,077	68,062	Concordia	T. 32,711	46,783					F. 1,248	154
	T. 185,381	101,789	Concordia	F. 61,986	11,596					T. 1,421	174
	F. 2,591	4,484	Concordia	T. 94,917	25,257					F. 66,399	20,347
	T. 3,089	4,484	Concordia	F. 22,968	7,161					T. 21,359	21,359
	F. 35,094	34,048	Concordia	T. 28,113	7,885					F. 184,727	95,023
	T. 41,419	36,149	Concordia	F. 9,225	3,017					T. 298,938	150,171
	F. 1,022,523	467,400	Concordia	T. 11,708	3,766					F. 42,652	22,889
	T. 1,172,363	497,334	Concordia	F. 28,918	13,240					T. 64,949	30,726
	F. 2,313	1,612	Concordia	T. 34,787	14,419					F. 81,092	32,967
	T. 2,480	1,627	Concordia	F. 109,674	38,036					T. 103,980	40,058
	F. 13,081	5,785	Concordia	T. 160,084	49,764					F. 3,345	1,070
	T. 16,190	6,481	Concordia	F. 32,474	7,664					T. 14,866	6,150
	F. 64,332	38,105	Concordia	T. 45,484	11,261					F. 6,983	2,709
	T. 76,620	41,314	Concordia	F. 47,981	19,704					T. 9,089	3,599
	F. 118,729	62,549	Concordia	T. 88,402	36,902					F. 15,164	6,036
	T. 156,504	74,925	Concordia	F. 66,449	26,449					T. 40,273	26,455
	F. 272,300	155,918	Concordia	T. 133,471	79,298					F. 12,054	1,648
	T. 334,910	157,027	Concordia	F. 111,762	54,936					T. 14,667	1,828
	F. 333,720	194,143	Concordia	T. 151,705	79,269					F. 2,160	1,057
	T. 404,318	210,300	Concordia	F. 635,214	274,342					T. 14,	

(CONT'D FROM PRECEDING PAGE)

F.—FIRE; T.—TOTAL		
	Premia	Losses
Union Marine	T. 48,311	30,931
Urbaine	F. 311,335	189,194
United Firemen	T. 320,240	191,379
Victory	F. 74,937	45,503
Virginia F. & M.	T. 121,362	52,588
Westchester	F. 100,268	52,588
Wm. Penn	T. 100,845	52,588
Wheeling	F. 618,442	262,830
World F. & M.	T. 555,784	272,742
World Western, Canada	F. 51,893	3,146
Yorkshire	F. 57,702	33,749
Zurich	F. 57,808	32,761
Central, Md.	F. 58,961	45,897
	T. 106,314	58,891
	F. 78,474	63,929
	T. 103,498	71,387
	F. 181,640	84,884
	T. 211,820	94,106
	T. 1,963	145
	F. 87,813	51,701
	T. 94,573	53,360

WEST VIRGINIA

F.—FIRE; T.—TOTAL		
	Premia	Losses
Guardian	F. 30,479	10,564
Hamburg-American	T. 31,425	10,601
Hampton Bds. F. & M.	F. 34,060	12,806
Hanover	T. 34,838	12,835
Harmonia	F. 17,532	7,656
Hartford	T. 17,643	9,191
Home F. & M.	F. 36,793	18,365
Home, N. Y.	T. 38,299	19,295
Homeowners	F. 5,638	435
Hudson	T. 6,866	666
International	F. 181,655	67,664
Inter-Ocean Reins.	T. 206,395	70,541
Jupiter General	F. 21,800	7,946
Kyodo	T. 22,338	8,205
Lambertmen's	F. 271,504	119,384
Lincoln	T. 387,246	194,317
Lion	F. 2,910	924
London Assur.	T. 2,930	924
London & Scot.	F. 12,482	3,345
Lumbermen's	T. 13,193	3,823
Manhattan F. & M.	F. 168,151	62,124
Mechanics	T. 207,811	77,985
Mechanics & Trad.	F. 28,367	10,508
Mercantile	T. 47,914	19,826
Merchants, Colo.	F. 46,425	19,567
Merchants, Ind.	T. 47,104	19,579
Merchants, R. I.	F. 16,244	741
Merchants & Mfrs.	T. 17,001	741
Michigan F. & M.	F. 3,697	1,192
Mieh. Millers Mut.	T. 3,803	1,204
Milwaukee Mech.	F. 12,281	4,777
Mobawk	T. 12,963	4,818
Monarch	F. 42,217	10,686
Nat. Ben Franklin	T. 44,225	10,761
National, Conn.	F. 4,872	487
National Guaranty	T. 4,981	487
National Liberty	F. 36,282	18,227
National Security	T. 47,957	39,227
National Union	F. 1,643	685
Netherlands	T. 1,743	698
Newark	F. 13,610	7,439
New England	T. 15,611	7,578
New York	F. 4,546	33
New York Und.	T. 4,574	33
Niagara	F. 7,197	4,119
North Brit. & Merc.	T. 8,590	553
North Carolina Home	F. 12,253	4,506
	T. 5,385	2,437
	F. 8,564	2,517
	T. 29,616	13,456
	F. 29,937	13,317
	T. 74,194	40,306
	F. 76,978	41,749
	T. 16,678	4,294
	T. 18,216	5,800
	F. 1,209	538
	T. 1,249	548
	F. 8,854	1,648
	T. 13,339	3,665
	F. 13,515	3,681
	T. 6,045	503
	F. 6,665	503
	T. 3,941	849
	F. 4,041	889
	T. 22,574	2,100
	F. 22,764	2,100
	T. 17,861	2,100
	F. 22,709	7,502
	T. 24,077	6,354
	F. 24,305	6,456
	T. 6,146	1,654
	F. 6,211	1,654
	T. 48,302	10,002
	F. 51,235	10,231
	T. 459,961	194,454
	F. 625,119	218,181
	T. 13,563	1,320
	F. 14,833	2,468
	T. 23,532	4,168
	F. 41,672	10,022
	T. 1,245	10
	F. 1,793	204
	T. 129,918	52,713
	F. 250,982	143,679
	T. 4,384	1,591
	F. 4,404	1,591
	T. 31,747	9,609
	F. 36,214	11,052
	T. 4,082	1,636
	F. 4,242	1,692
	T. 16,557	6,074
	F. 16,598	6,084
	T. 142,164	75,570
	F. 151,635	75,984
	T. 90,389	33,926
	F. 92,945	37,150
	T. 34,577	11,837
	F. 40,840	17,697
	T. 5,800	2,616
	F. 6,142	2,692

F.—FIRE; T.—TOTAL

	Premia	Losses
North Star	F. 28,706	11,912
Northwestern F. & M. T.	T. 29,505	11,947
Norwich Union	F. 15	.....
Occidental	F. 35,178	18,453
Old Dominion	T. 26,844	18,556
Palatine	F. 6,904	846
Patriotic	T. 7,185	967
Pearl Assur.	F. 6,305	547
Pennsylvania	T. 6,334	550
Peoples	F. 20,378	10,436
Peoples National	T. 20,434	10,437
Phila. F. & M.	F. 11,144	2,040
Phoenix, Conn.	T. 13,947	2,467
Piedmont	F. 7,365	3,143
Pilot Reinsurance	T. 7,461	3,205
Preferred Risk	F. 26,463	6,255
Prov. Wash.	T. 40,379	12,251
Prudential Re	F. 7,461	4,233
Prudential, N. Y.	T. 12,421	5,245
Public	F. 266	.....
Queen	F. 9,978	2,665
Reins. Sala.	T. 11,902	4,473
Reins. Corp.	F. 69,204	26,285
Reliance	T. 76,197	27,680
Rhode Island	F. 61	.....
Rochester American	T. 16,450	1,310
Rossia	F. 17,272	1,316
Royal Exchange	T. 1,356	743
Royal Ltd.	F. 1,448	755
	T. 45,747	20,996
	F. 66,105	29,092
	T. 72,625	16,739
	F. 74,172	18,660
	T. 26,034	10,209
	F. 26,695	10,632
	T. 86,948	7,492
	F. 92,781	7,620
	T. 93,922	47,420
	F. 46,110	19,946
	T. 47,204	20,029
	F. 11,462	2,012
	T. 12,130	3,514
	F. 18,362	5,856
	T. 19,216	6,215
	F. 25,739	6,695
	T. 26,627	6,723
	F. 6,512	1,694
	T. 9,764	1,997
	F. 94,816	39,033
	T. 10,733	4,225
	F. 11,740	4,516
	T. 66,667	46,848
	F. 76,259	52,250

TEXAS

F.—FIRE; T.—TOTAL

	Premia	Losses
Hdwre. Deal. M., Wis.	F. 108,324	60,410
Mercantile Mut., Tex.	T. 128,347	66,979
Farmers Mut., Tex.	F. 699	23
Millers Mut., Tex.	T. 34,427	15,197
Slavonic Mut., Tex.	F. 85,357	15,227
Southern Mut., Tex.	T. 189,349	131,291
Texas Hdwre. Mut.	F. 221,936	136,987
Texas Natl. Mut.	T. 7,798	2,038
Texas State Mut.	F. 8,162	2,038
Groom Mut. Hall, Tex.	T. 124,623	65,587
Ginnery Mut., Tex.	F. 127,711	65,820
Panhandle M. H., Tex.	T. 109,923	44,913
Bankers Mut., Tex.	F. 115,778	46,120
Druggists Mut., In.	T. 63,117	44,487
Fidelity Mut., Ind.	F. 57,388	44,610
Fitchburg Mut., Mass.	T. 129,077	106,752
Glen Cove M., N. Y.	F. 126,347	94,377
Grain Deal. Mut., Ind.	T. 67,971	28,074
Millers Mut., Ill.	F. 16,534	7,660
Dixie Mut., Tex.	T. 4,066	130
Berkshire Mutual	F. 4,633	216
Central Mfrs. Mut., O.	T. 4,739	216
Farmers, Pa.	F. 11,648	15,368
Twin Mut., Mass.	T. 11,845	15,368
Ind. Lumbermens Mut.	F. 3,263	1,516
Lumber Mut., Mass.	T. 3,511	1,516
Lumbermens Mut., O.	F. 1,906	2,067
Michigan Millers Mut.	T. 2,151	2,067
Millers Mut., Pa.	F. 24,830	25,409
Millers National, Ill.	T. 27,975	25,524
Mill Owners Mut., In.	F. 62,808	25,245
Minn. Impl. Mut.	T. 57,777	25,724
Nat. Impl. Mpt., Minn.	F. 7,536	608
Natl. Retail Mut., Ill.	T. 1,942	1,286
Ohio Hdwre. Mut.	F. 29,177	21,707
Pa. Lumbermens M.	T. 31,127	22,039
Pa. Millers Mut.	F. 3,425	2,228
Ret. Hdwre. M., Minn.	T. 2,784	2,279
Transportation M., Pa.	F. 1,628	877
United Mut., Mass.	T. 17,607	15,663
	F. 24,484	17,092
	T. 9,821	13,471
	F. 11,250	13,808
	T. 31,767	29,862
	F. 34,490	29,964
	T. 74,766	33,938
	F. 8,603	33,261
	T. 2,595	1,004
	F. 4,091	1,004
	T. 39,771	15,136
	F. 43,216	15,302
	T. 65,197	22,269
	F. 71,602	22,798
	T. 108,881	58,336
	F. 122,634	62,937
	T. 12,751	6,610
	F. 13,240	5,868
	T. 10,397	13,940
	F. 10,295	13,972
	T. 8,354	6,027
	F. 8,507	6,073
	T. 10,015	6,979
	F. 8,843	5,054
	T. 9,074	5,054
	F. 110,929	62,304
	T. 144,763	64,760
	F. 40,429	10,939
	T. 149,387	37,834
	F. 31,655	19,310
	T. 31,948	19,757

F.—FIRE; T.—TOTAL

	Premia.	Losses.
West. Millers M., Mo.	F. 23,713	11,497
	T. 26,638	11,548
Allied Am. Mut., Mass.	F. 728	.....
Northwtrn. M., Wash.	F. 98,298	49,944
	T. 105,223	50,154
Natl. Standard, Tex.	F. 79,626	42,087
	T. 167,642	80,211
Fire Protective, Del.	F. 6,115	1,561
	T. 7,790	1,561
Underwriters, N. C.	F. 3,485	689
	T. 2,689	689
Natl. Guaranty	F. 83,365	66,676
	T. 108,262	69,396
Monarch	F. 414	.....
	T. 750	.....
Ohio Millers Mut.	F. 6,463	657
	T. 7,737	679
Ameriann Auto.	T. 132,189	48,461
Amer. F. & M., Tex.	F. 67,703	45,789
	T. 176,696	95,848
Associated Reins.	F. 9,953	1,593
	T. 10,474	1,593
Automobile	F. 264,093	140,263
	T. 429,608	194,505
American Central	F. 400,999	212,165
	T. 479,062	253,779
American General	F. 69,930	15,455
	T. 236,797	66,574
American Eagle	F. 134,689	55,745
	T. 172,687	72,607
Agricultural	F. 71,951	44,543
	T. 106,944	57,525
Atlas	F. 73,609	52,937
	T. 84,692	55,794
Anchor	F. 8,823	146
	T. 10,653	176
Amer. Equit.	F. 284,418	129,051
	T. 398,424	148,146
Atlantic	F. 16,156	1,093
	T. 17,986	1,093
Amer. Colony	F. 20,551	14,147
	T. 23,709	14,240
Associated F. & M.	F. 18,271	676
	T. 22,710	676
American, N. J.	F. 262,769	160,748
	T. 371,585	189,536
American & Foreign	F. 31,354	15,052
	T. 41,748	17,167
Alliance, Pa.	F. 32,753	18,201
	T. 60,253	28,169
Allemanina	F. 123,812	48,420
	T. 157,395	56,863
Aetna	F. 851,066	420,947
	T. 1,119,999	522,488
American Alliance	F. 49,939	26,552
	T. 60,530	29,542
American Druggists	F. 4,097	240
American Natl.	F. 10,908	4,855
	T. 13,374	5,376
Baltica	F. 21,435	17,602
	T. 25,999	18,621
Brooklyn	F. 48,642	24,661
	T. 59,762	26,419
Boston	F. 122,022	83,075
	T. 140,741	96,032
Bankers & Shippers	F. 157,274	108,801
	T. 267,579	147,767
British American	F. 84,012	65,540
	T. 102,938	71,798
British & For. M.	F. 165,165	58,155
Birmingham, Ala.	F. 14,387	1,749
	T. 15,307	1,932
Bankers & Merch.	F. 26,718	6,854
	T. 29,719	7,194
British Genl.	F. 39,785	13,176
	T. 44,910	18,992
Columbia, O.	F. 7,238	2,574
	T. 8,012	2,582
Continental	F. 514,118	282,048
	T. 640,508	318,938
Caledonian	F. 67,482	42,001
	T. 74,841	44,199
City of New York	F. 13,982	52,046
	T. 202,289	67,808
Chicago F. & M.	F. 160,269	87,708
	T. 199,550	90,855
Christiania	F. 69,760	49,468
	T. 77,836	60,806
Cosmopolitan	F. 38,039	9,950
	T. 41,680	9,950
Century	F. 69,302	32,829
	T. 95,379	32,829
Columbia, N. J.	F. 34,192	21,350
	T. 38,026	21,677
Connecticut	F. 129,929	72,755
	T. 179,522	79,677
Commerce	F. 37,380	15,161
	T. 51,096	17,130
Camden	F. 325,813	182,525
	T. 467,542	231,891
County	F. 42,983	10,211
	T. 46,418	10,211
Commonwealth	F. 66,915	21,011
	T. 129,305	42,211
Concordia	F. 136,132	74,611
	T. 184,322	80,633
Commercial Un., N. Y.	F. 74,702	36,277
	T. 84,454	27,983
Carolina	F. 124,360	86,000
	T. 176,480	99,539
California	F. 56,027	27,200
	T. 68,240	28,929
Palatine	F. 112,063	54,400
	T. 126,581	56,979
Commercial Un., Eng.	F. 372,511	181,861
	T. 505,234	222,077
Dubuque F. & M.	F. 9,965	240
	T. 11,501	270
Detroit F. & M.	F. 81,092	21,740
	T. 35,963	22,150
Dixie	F. 11,686	7,360
	T. 11,990	7,360
Detroit National	F. 1,542	1,025
	T. 1,653	1,049
Eagle	F. 9,283	5,740
	T. 11,399	5,938
Equitable, S. C.	F. 6,869	2,200
	T. 8,572	2,200
East & West	F. 16,793	4,423
	T. 18,374	4,699
Empire	F. 21,353	6,500
	T. 30,752	8,520
Equit. F. & M., R. I.	F. 11,095	15,020
	T. 17,738	15,020

(CONTD FROM PRECEDING PAGE)

F.—FIRE; T.—TOTAL		
	Premia.	Losses
Rhode Island Mut.	F. 3,080	524
State Mut., R. I.	T. 3,080	735
State Mut., R. I.	F. 3,497	629
State Mut., R. I.	T. 3,497	882
Hanover	F. 82,749	38,528
Hanover	T. 102,443	48,979
Home, N. Y.	F. 714,573	326,362
Home, N. Y.	T. 1,029,765	589,952
Home, F. & M., Cal.	F. 25,210	9,990
Home, F. & M., Cal.	T. 28,771	10,513
Inter-Ocean Reinsur.	F. 27,999	6,565
Inter-Ocean Reinsur.	T. 32,097	7,020
Merchants & Mfrs.	F. 6,355	372
Merchants & Mfrs.	T. 8,545	402
Natl. Union	F. 168,170	69,286
Natl. Union	T. 308,437	161,807
New York	F. 16,319	4,484
New York	T. 21,297	4,812
Occidental	F. 10,905	2,557
Occidental	T. 13,226	2,847
Patriotic	F. 7,629	2,399
Patriotic	T. 9,639	2,330
Public	F. 51,190	23,593
Public	T. 62,367	26,555
Reliance	F. 13,375	4,854
Reliance	T. 15,581	5,702
Republic, Pa.	F. 11,145	1,534
Republic, Pa.	T. 14,281	2,044
Sussex	F. 9,131	2,114
Sussex	T. 10,161	2,114
U. S. Merch. & Ship.	F. 11,291	8,372
U. S. Merch. & Ship.	T. 16,353	9,382
Victory	F. 14,267	4,825
Victory	T. 16,473	5,673
Western, Kan.	F. 8,355	2,605
Western, Kan.	T. 11,490	4,452
Yorkshire	F. 95,560	60,032
Yorkshire	T. 172,927	95,693
Security, Conn.	F. 118,362	42,623
Security, Conn.	T. 140,829	52,836
U. S. Fire	F. 122,548	55,425
U. S. Fire	T. 149,698	65,367
United Mut., Mass.	F. 17,925	4,878
United Mut., Mass.	T. 26,055	7,452
Ind. Lmbrs. Mut.	F. 11,245	8,412
Ind. Lmbrs. Mut.	T. 13,327	9,891
Lumber Mut., Mass.	F. 7,481	8,451
Lumber Mut., Mass.	T. 7,889	8,950
Nat. Ret. Mut., Ill.	F. 2,059	2,959
Nat. Ret. Mut., Ill.	T. 2,414	3,368
Ohio Hdwre. Mut.	F. 13,046	6,574
Ohio Hdwre. Mut.	T. 13,750	6,742
Keystone Mut., Pa.	F. 3,080	402
Keystone Mut., Pa.	T. 2,969	387
Nat. Mut., Pa.	F. 408	74
Nat. Mut., Pa.	T. 12,088	4,212
State of Pa.	F. 14,142	5,498
State of Pa.	T. 65,779	25,124
Merchants, Colo.	F. 82,148	31,148
Merchants, Colo.	T. 19,623	7,715
Niagara	F. 22,020	7,892
Niagara	T. 114,655	85,817
North River	F. 131,242	102,130
North River	T. 68,086	53,794
Norwich Union	F. 82,640	59,230
Norwich Union	T. 35,047	21,227
Phoenix, Conn.	F. 40,557	23,765
Phoenix, Conn.	T. 401,520	34,907
Preferred Risk	F. 119,875	45,557
Preferred Risk	T. 7,267	4,875
Royal Exchange	F. 7,759	4,783
Royal Exchange	T. 24,468	6,108
Scottish Union & Nat.	F. 32,030	8,335
Scottish Union & Nat.	T. 146,734	49,960
America, N. J.	F. 167,918	61,544
America, N. J.	T. 144,544	71,899
Boston	F. 180,539	99,511
Boston	T. 48,983	25,720
British General	F. 67,782	40,454
British General	T. 412	2
City of N. Y.	F. 1,419	2
City of N. Y.	T. 48,096	22,184
Commonwealth	F. 64,806	26,772
Commonwealth	T. 41,262	14,042
Continental	F. 55,046	21,912
Continental	T. 572,433	268,040
Empire State	F. 782,826	423,129
Empire State	T. 2,881	579
General Exchange	F. 3,912	725
General Exchange	T. 171,420	109,625
Globe & Rutgers	F. 262,803	99,561
Globe & Rutgers	T. 326,509	126,505
Great Lakes	F. 4,465	—110
Great Lakes	T. 5,679	—73

KANSAS

F.—FIRE; T.—TOTAL

	Premia.	Losses
Aero	F. 772	1,061
Aetna	F. 265,251	126,773
Aetna	T. 499,193	216,436
Agricultural	F. 46,256	20,208
Agricultural	T. 82,292	29,574
Allemania	F. 9,783	6,895
Allemania	T. 12,822	7,423
Alliance, Eng.	F. 46,889	20,421
Alliance, Eng.	T. 44,803	26,762
Amer. Alliance, N. Y.	F. 16,545	8,852
Amer. Alliance, N. Y.	T. 28,545	13,482
American Auto. Fire	F. 66,244	20,602
American Auto. Fire	T. 97,977	42,997
Amer. Central	F. 116,173	46,571
Amer. Constitution	F. 764	1
Amer. Constitution	T. 13,076	7,568
Amer. Drugists	F. 38,943	19,478
Amer. Drugists	T. 73,636	33,050
American Eagle	F. 25,976	3,974
American Eagle	T. 29,746	3,996
American F. & M.	F. 4,528	—
American F. & M.	T. 4,946	—
American & Foreign	F. 5,600	1,633
American & Foreign	T. 7,759	2,204
Amer. Home	F. 872	—
Amer. Home	T. 958	—
American, N. J.	F. 148,743	65,820
American, N. J.	T. 213,449	88,261

F.—FIRE; T.—TOTAL

	Premia.	Losses
American National	F. 7,617	1,798
American National	T. 10,920	2,994
Anchor	F. 1,429	21
Anchor	T. 1,672	21
Automobile	F. 76,028	25,617
Automobile	T. 123,812	41,058
Baltimore Amer.	F. 11,107	2,799
Baltimore Amer.	T. 14,167	3,785
Bankers & Shippers	F. 5,277	287
Bankers & Shippers	T. 6,652	3,235
Boston	F. 50,855	21,230
Boston	T. 72,034	31,101
Bronx	F. 614	—
Bronx	T. 626	—
Brooklyn	F. 232	—
Brooklyn	T. 414	—
Caledonian Amer.	F. 1,917	777
Caledonian Amer.	T. 2,345	791
California	F. 11,949	8,554
California	T. 15,976	8,989
Camden	F. 35,791	14,147
Camden	T. 50,021	20,808
Carolina	F. 2,825	448
Carolina	T. 3,844	594
Chicago F. & M.	F. 4,069	3,742
Chicago F. & M.	T. 4,489	4,244
Citizens	F. 28,926	9,102
Citizens	T. 58,731	16,162
City of New York	F. 43,258	12,229
City of New York	T. 275,992	106,994
Columbia, N. J.	F. 9,405	3,751
Columbia, N. J.	T. 14,698	5,929
Commerce	F. 17,265	3,682
Commerce	T. 25,566	5,743
Commercial Un., N. Y.	F. 19,467	8,088
Commercial Un., N. Y.	T. 24,359	8,893
Commonwealth	F. 32,399	14,203
Commonwealth	T. 45,098	17,245
Concordia	F. 43,878	14,074
Concordia	T. 54,927	15,193
Connecticut	F. 153,262	75,209
Connecticut	T. 240,557	103,041
Continental	F. 215,885	115,019
Continental	T. 415,836	198,433
Cosmopolitan	F. 3,340	364
Cosmopolitan	T. 3,544	384
County	F. 5,649	919
County	T. 6,424	974
Detroit F. & M.	F. 9,887	5,246
Detroit F. & M.	T. 11,770	5,810
Dixie	F. 17,017	1,818
Dixie	T. 25,487	2,883
Dubuque F. & M.	F. 270	11
Dubuque F. & M.	T. 282	13
Eagle, N. Y.	F. 5,817	2,810
Eagle, N. Y.	T. 8,716	3,329
East & West	F. 24,375	8,735
East & West	T. 32,408	9,318
Empire	F. 1,627	—
Empire	T. 1,905	21
Employers	F. 2,676	437
Employers	T. 3,406	737
Equitable F. & M.	F. 30,375	15,743
Equitable F. & M.	T. 48,111	20,608
Equity	F. 4,440	11,498
Equity	T. 5,306	11,541
Eureka Secur. F. & M.	F. 4,128	1,363
Eureka Secur. F. & M.	T. 4,766	1,423
Export	F. 1,594	23
Export	T. 15,923	2,885
Federal	F. 51,677	12,226
Federal	T. 6,842	2,403
Federal Union	F. 10,083	3,308
Federal Union	T. 7,441	11
Fidelity & Guar.	F. 11,031	1,797
Fidelity & Guar.	T. 164,944	78,624
Fidelity Phenix	F. 311,134	146,587
Fidelity Phenix	T. 5,236	969
Fidelity Union	F. 5,944	969
Fidelity Union	T. 63,697	25,457
Fire Association	F. 87,419	31,372
Fire Association	T. 72,927	26,352
Fireman's Fund	F. 113,205	41,396
Fireman's Fund	T. 81,003	32,543
Firemen's, N. J.	F. 107,344	35,912
Firemen's, N. J.	T. 3,719	3,023
First American	F. 7,382	4,061
First American	T. 37,780	18,068
Franklin Fire	F. 101,591	36,729
Franklin Fire	T. 6,650	1,479
Franklin Natl.	F. 7,404	1,557
Franklin Natl.	T. 208,519	70,562
General Exchange	F. 213	—
General Exchange	T. 235	—
Georgia Home	F. 16,662	4,064
Georgia Home	T. 22,290	5,591
Girard F. & M.	F. 81,283	39,991
Girard F. & M.	T. 123,526	51,335
Glens Falls	F. 272,391	86,351
Glens Falls	T. 461,531	174,164
Globe & Rutgers	F. 204,736	107,370
Globe & Rutgers	T. 348,138	161,314
Great American	F. 255	—
Great American	T. 281	—
Hamburg American	F. 785	—
Hamburg American	T. 850	—
Hanover	F. 69,188	25,172
Hanover	T. 100,723	32,234
Harmonia	F. 6,569	3,645
Harmonia	T. 75,834	27,347
Harmony, Mo.	F. 3,186	—
Harmony, Mo.	T. 551,717	163,937
Hartford	F. 963,001	305,341
Hartford	T. 18,267	11,550
Home F. & M.	F. 21,166	12,584
Home F. & M.	T. 297,523	100,174
Home, N. Y.	F. 787,358	243,289
Home, N. Y.	T. 13,976	1,408
Homeland	F. 41,307	1,161
Homeland	T. 704	1,221
Homestead	F. 23,613	11,815
Homestead	T. 28,953	14,383
Hudson	F. 144,548	47,981
Hudson	T. 12,099	7,537
Imperial Assurance	F. 18,773	10,147
Imperial Assurance	T. 2,181	562
Independence	F. 9,443	10,362
Independence	T. 275,339	118,137
Insur. Co. of N. Amer.	F. 567,514	225,282
Insur. Co. of N. Amer.	T. 12,908	9,105
Ins. Co. State of Pa.	F. 15,363	9,518
Ins. Co. State of Pa.	T. 21	—
La Salle	F. 405	166
La Salle	T. 731	8
Liberty Bell	F. 1,422	8
Liberty Bell	T. 1,580	127
Maryland	F. 2,864	869

F.—FIRE; T.—TOTAL

	Premia.	Losses
Massachusetts F. & M.	F. 3,578	1,787
Massachusetts F. & M.	T. 2,833	2,833
Mechanics	F. 22,473	19,003
Mechanics	T. 29,882	21,386
Mechanics & Traders	F. 28,077	10,256
Mechanics & Traders	T. 34,817	11,271
Merchants, R. I.	F. 14,466	6,888
Merchants, R. I.	T. 16,964	7,281
Mercantile	F. 34,054	10,539
Mercantile	T. 53,358	20,265
Merch. & Mfrs.	F. 8,660	146
Merch. & Mfrs.	T. 11,268	178
Mercury	F. 24,555	7,611
Mercury	T. 31,226	8,742
Michigan F. & M.	F. 7,174	—697
Michigan F. & M.	T. 8,549	—461
Millwaukee Mech.	F. 38,325	16,856
Millwaukee Mech.	T. 50,316	19,490
Monarch	F. 909	20
Monarch	T. 4,580	54
Natl. Ben Franklin	F. 47,815	23,090
Natl. Ben Franklin	T. 65,108	29,672
National, Conn.	F. 794,576	446,488
National, Conn.	T. 1,209,256	586,096
National Liberty	F. 61,737	22,043
National Liberty	T. 79,057	26,615
National Union	F. 67,242	19,027
National Union	T. 279,197	107,713
New Brunswick	F. 4,547	—
New Brunswick	T. 7,661	—
New England	F. 4,389	1,201
New England	T. 4,989	1,563
New Hampshire	F. 57,463	18,518
New Hampshire	T. 69,007	20,508
New York	F. 5,515	1,951
New York	T. 7,709	2,225
New York	F. 116,276	45,392
New York	T. 169,135	61,558
Newark	F. 28,643	10,038
Newark	T. 39,509	10,039
Niagara	F. 79,043	34,565
Niagara	T. 157,900	60,582
North River	F. 42,111	14,772
North River	T. 58,510	19,223
North Star	F. 932	—
North Star	T. 1,009	—
Northwestern F. & M.	F. 57,409	23,595
Northwestern F. & M.	T. 241,095	64,947
Northwestern Nat.	F. 34,346	8,821
Northwestern Nat.	T. 68,189	18,150
Occidental	F. 2,112	—
Occidental	T. 5,377	—
Old Colony	F. 10,216	2,428
Old Colony	T. 26,528	9,003
Orient	F. 18,266	6,289
Orient	T. 24,751	7,809
Patriotic	F. 9,590	2,801
Patriotic	T. 17,113	6,597
Pennsylvania	F. 92,524	31,584
Pennsylvania	T. 128,662	42,877



Globe & Rutgers

FIRE INSURANCE COMPANY



111 William St., New York City

JANUARY 1st, 1930

ASSETS		LIABILITIES	
Bonds and Mortgages.....\$	139,609.90	Capital	\$ 7,000,000.00
U. S. Liberty Bonds.....	509,100.00	Surplus	44,315,436.03
Government, City, Railroad and		Reinsurance Reserve	26,803,146.42
Other Bonds and Stocks.....	93,855,135.00	Losses in Course of Adjustment..	12,122,958.00
Cash in Banks and Office.....	3,784,621.70	Commissions and Other Items..	10,750,000.00
Premiums in Course of Collection	7,216,343.66	Reserve for Taxes and Deprecia-	
Interest Accrued	446,013.79	tion	5,000,000.00
Reinsurance Recoverable on Paid			
Losses	40,716.40		
	\$105,991,540.45		\$105,991,540.45

Surplus to Policy Holders . . . \$51,315,436.03

Losses settled and paid since organization over . . . \$259,000,000.00

Losses settled and paid 1929..... 17,513,631.10

ISSUES POLICIES AGAINST

Fire, Marine, Tornado, Earthquake, Flood, Hail, Explosion, Riot and Civil Commotion,
Sprinkler Leakage, Inland Marine Transportation, Parcel Post, Automobile, Aviation Insurance

Agents in Canada, Manila, Shanghai, London and Principal European Cities

E. C. Jameson, President

Lyman Candee, Vice-President

A. H. Witthohn, Secretary

W. H. Paulison, Vice-President

A. G. Cassin, Secretary

J. H. Mulvehill, Vice-Pres. and Secy. J. L. Hahn, Assistant Secretary

J. D. Lester, Vice-President

Scott Coleman, Assistant Secretary

Progress since Consolidation in 1899

	Assets	Reinsurance Reserve	Surplus
Dec. 31, 1899.....\$	529,282.59	\$ 26,832.54	\$ 3,039.94
Dec. 31, 1905.....	3,932,447.83	1,753,038.09	1,256,146.92
Dec. 31, 1910.....	5,255,362.12	1,936,224.86	2,365,363.37
Dec. 31, 1915.....	10,178,345.13	3,532,023.67	4,769,684.89
Dec. 31, 1920.....	42,765,374.55	16,593,764.16	11,361,311.89
Dec. 31, 1925.....	67,922,096.58	20,265,572.73	24,161,943.85
Dec. 31, 1926.....	71,740,996.88	21,162,599.90	25,610,575.98
Dec. 31, 1927.....	80,193,738.67	21,794,727.64	29,514,599.03
Dec. 31, 1928.....	98,190,644.96	24,332,695.62	37,252,917.34
Dec. 31, 1929.....	105,991,540.45	26,803,146.42	44,315,436.03

M O R E P R E M I U M S



*A*N interested *listener* often makes the most convincing *talker*. Let your prospect talk first—and listen to him. First, because it's a matter of common courtesy. Second, because it's a matter of wisdom—gives you an opportunity to study him, to learn his viewpoints, his arguments. Then you have something specific to talk about. You know exactly what to say. You talk to a point. He who talks last talks best. Try it.

If you do any appreciable amount of advertising, it is a good policy to adopt some trademark, trade character or slogan. This is an effective way of gaining a cumulative result from a number of different advertisements. Practically every large advertiser, realizing this fact, adopts some identifying mark.

FIREMAN'S FUND GROUP

FIREMAN'S FUND, HOME FIRE & MARINE and OCCIDENTAL INSURANCE COMPANIES,
and on the Pacific Coast the OCCIDENTAL INDEMNITY COMPANY

FIRE, AUTOMOBILE and MARINE

SAN FRANCISCO

NEW YORK

BOSTON

CHICAGO

ATLANTA